MONEY MAKING · FOR · BOYS

A. FREDERICK COLLINS

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MONEY MAKING FOR BOYS

It Tells the Boy Who Wants to Make Money How to Do It, and What to Do With His Money After He Has Made It

BY

A. FREDERICK COLLINS

AUTHOR OF "THE BOOK OF WIRELESS," "THE BOOK OF STARS," "KEEPING UP WITH YOUR MOTOR CAR," "SHORT CUTS IN FIGURES," "INVENTING FOR BOYS," ETC., ETC.

ILLUSTRATED BY

VIRGIL D. COLLINS

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TO MY YOUNG FRIEND

JACK BURNHAM HITT

WHO WILL A MONEY MAKER BE

A WORD TO YOU

Boy! This book means *money* to you.

It tells you how to turn your spare time into money, and as you need money I want you to read every line of it.

You are old enough now to make whatever money you spend on yourself and you ought to be independent enough not to have to ask your folks for it.

In the schemes I have put forth in the following pages you will find at least one that you will like and can do, and if you work it hard enough you will make all of the spending money you need.

You may not know it but there is something more to money than merely getting hold of it and spending it. When it is given to you it comes easy, and naturally since you did not render any equivalent service for it you let it go just as easily. But it is different when you work for it for it is then, and then only,

that you learn its true value and begin to feel that you must get your money's worth.

Another thing you possibly never have thought of and that is when you work for money you give in exchange for it, or *sell* as we call it, the labour of your hands, or the efforts of your brain, or both of them combined, and you will learn what they are worth and what you ought to charge for them. If you put too high a price on them you will cheat the buyer, provided he buys; on the other hand, if you place too low a value on them you will cheat yourself.

To be able to put a value on whatever you sell that is fair to both your customer and to yourself is to learn to do business as it ought to be done; and, next, by learning how to sell your products to a good advantage you will get a training that will go further toward helping you to make money as a man than any other one thing that I know of.

Now you may say, "Why I live seven miles from the nearest town and I haven't a ghost of a chance to make money," or "I live on the

'steenth floor of a tenement house in a big city, and that lets me out."

Nothing is further from the truth of these ideas for wherever you live there you will find work that you can do, and it follows that you must make money by doing it. When I was a boy (a couple of years ago) I worked for the money I spent on myself and I know just what you can and can't do; so in the simple directions I have written you won't find that I've put you up against a man's job.

Not only are the best and the most practical money making schemes laid down in this book but what is just as important you will find out what to do with your money after you have made it. Read the book through carefully for it is a stepping stone to a successful business career.

A. Frederick Collins.

New York City.

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MONEY MAKING FOR BOYS

CHAPTER I

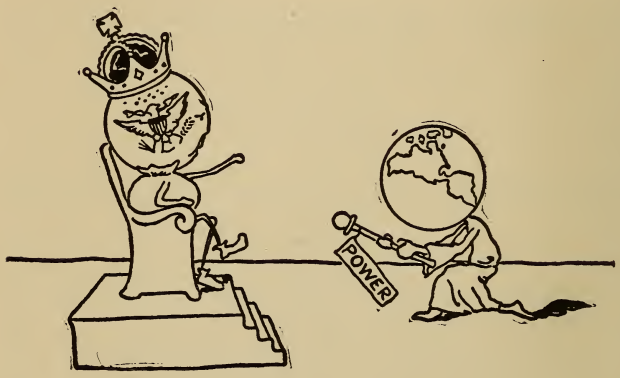
WHY EVERY BOY SHOULD MAKE MONEY

Even a Baby Needs Money—Why You Ought to Make Money—Money Talks—Its Purchasing Power—How to Make It Work for You—The Power of Mind Over Money—A Stepping Stone to Success—How An Education Helps—Other Things that Money Brings—Winning Your Independence—Strengthening Your Spinal Column—Gaining Self-Assurance—Being Self-Reliant—That Feeling of Self-Respect—Getting the Respect of Others.

It would be stretching the truth somewhat to say that long before a baby boy can walk or talk he is running after the custodian of the family purse and asking her for a penny.

But you will agree with me it is a well

known fact that a youngster does this very thing as shortly thereafter as he can for, even at that tender, though dynamic age, he has great need for the wherewithal to buy a lolly-pop.



OLD KING MONEY TALKS.

If now his parents are quite poor he gets what he teases for only once in a long while; but if he has chosen wisely and well and selected a rich family to take care of him until he is forty, or thereabouts, sometimes he will get

as much as five cents to spend for whatever it is he wants, and this is generally sweet stuffs that will rot out his little teeth.

This proves very clearly, it seems to me, that boys, however young, have pressing needs for money which is just as real and necessary for their immediate happiness, and the later ruination of their digestive organs, as the grown-ups. These latter, though, cannot see it at all in that light, or, what is more likely, they will not as a general rule admit it, and the reason is simply because they happen to be the *parental philanthropists* who dole out the *dough*-nations.

Now I take it that you are not one of those poor little rich boys who is not only showered with all the necessities of life but who also has every imaginable luxury heaped upon him, besides being liberally supplied with pocket money, for if such was the case it is not probable that you would be reading this book.

Instead I am taking it for granted that you are just a boy in ordinary circumstances who would rather make the money you spend than to spend that which some one else you cared for

has made by the sweat of his brow and given to you; and if I have guessed aright, read this book for I have written it for you.

Why You Ought to Make Money.—There are a lot of mighty good reasons why you ought to make your own spending money even if you do not have to make your own living; further, these reasons can be divided into three distinct classes, namely: (1) the *purchasing power* of money itself; (2) the value of the training which you get by making it, and (3) the moral effect of your making and having it on yourself and on other people.

Money Talks.—*Its Purchasing Power.*—I hardly need to tell you what you can do with ready money and what money in your pocket—or, better, in a bank where it is far safer and not too easily getatable—will do for you.

For instance, if some kind-hearted old lady gave you half a dollar, or say $5.00, you would have a pretty good idea, nearly, of what you ought to do with it—and then it's the one best bet that you would go out and *blow it in* foolishly. But if you worked for an equal amount I surmise you would come within a hundred to

one shot of doing with it what your common sense tells you to do.

It is only when you make money with your own brain, or hands, or both, that you get the

GETTING YOUR MONEY'S WORTH WHEN BUYING A NEW HAT.

right slant on its purchasing power and, only then, when you think it over hard enough.

And the more you think about the time and the energy you have exchanged for it, the more surely you will make up your mind that you must get its full worth when you come to part with it. So you see there are two sides

to money as a medium of exchange of values and these are: (1) the art of making it and (2) the science of using it.

Since a penny saved is a penny earned, to be successful as a money maker you must imitate the Chinese and be keen for money, and as business to-day is largely conducted on the idea that it is a duel of the wits, and that the buyer must beware, see to it that you are not stung to the quick in any transaction however small.

Again, not only can you buy whatever you want to with ready money, but you can have it to do with when you want to without waiting for time and tide, or for father to come home, and this does away with the dull uncertainty of not knowing whether you will get the small change you intend to ask for. I've been all through it, and I know how the strain of it wears on a fellow's nerves.

Making Money Work for You.—To start in and make money while you are yet a boy is one of the best things you can do as you will find with pleasure if you try it.

It is good to make it for whatever purpose

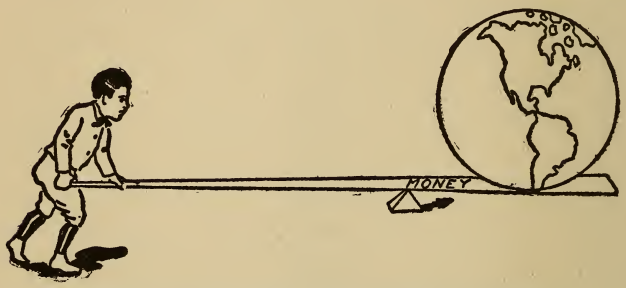
you may care to put it to from buying a star-finder to supporting a widowed mother; but if

CLIMBING THE JACOB'S LADDER OF SUCCESS.

you don't want to do the former and don't have to do the latter the best scheme of all is to make your money earn more money for you. You

will learn all about how to perform this seeming miracle in Chapter XII.

The Power of Mind Over Money.—*A Stepping Stone to Success.*—Another good thing about starting in to make money at your age



MONEY IS THE LEVER THAT MOVES THE WORLD.

is that you get an early start in training your mind to work along money making lines, for *to make money you must think money.*

I know there are a lot of fussy persons—most of them with money to burn, or else failures in the game of life—who will throw up their hands in holy horror at the very idéa of my telling you to begin now the art of money getting; but to get down to brass tacks, next to an education money is the lever that moves the world.

Money making is a highly honourable pursuit as long as it is pursued honestly, or else Mr. Rockefeller, Mr. Carnegie, Mr. Morgan and a hundred thousand other captains of industry in this country would not have turned their minds toward it as a business.

So I shall tell you as I have told my own boy a thousand times, to get an education and to learn how to make money at the same time. If these two power factors won't bring you contentment, you can rest assured you never could find the bluebird without them.

About a College Education.—A college education is the greatest thing in the world and you ought to make up your mind right now to get one but a college education alone is not enough to carry you through to the front rank of success.

You, and all other boys, are taught figures and figuring in school until you wish they had never been invented, but you are not taught how to solve the most important problem of all, and that is how to make money.

Hence young people are left to learn how to make it as best they may and the result is

that in 99 cases out of 100 they get a job, or accept a situation, as they term it, with some firm or in some business house and there they stick the rest of their natural lives in doing routine work for a weekly pittance, or a salary, as they are pleased to call it.

I do not say that it is not a good plan for you to enter some business house when you are through high-school, or, better, through college, to get a working knowledge of how a particular kind of business is carried on; but any bright young fellow like yourself can learn how any line of business is conducted by giving his undivided attention to it for a period of three months.

No matter how well you have learned the ins and outs of a business though, it does not follow that you could go forth, start up in the same line and make a success of it. Not at all. If you are to make a success of any kind of a business venture you must be grounded in the gentle art of selling—to be able to sell means that you will make money—and incidentally in what a *math prof* would call its *reciprocal,* and that is *buying.*

It is far easier to be a buyer for a big concern than it is to be a high-grade salesman, so learn to sell first and this means that you must know what will sell and, in some lines of business, when to sell to make the most money out of your goods. The time to begin this part of your education is right *now* with a big N.

By following this bit of advice you will have made a flying start toward becoming a business man, to prepare yourself to take your place in the scheme of trading as one of its *dominant factors,* to do your full part of the world's work, and to reap your just share of the profits.

Other Things That Money Brings.—*Winning Your Independence.*—The last great benefit that making money will confer upon you is really a part of your education, but you generally get it in the *University of Hard Knocks* and not in a real school or college. This self-help has to do with certain qualifications, that is, fitness, that make for your *independence.*

By independence I do not mean that it frees you from the guidance of your father or mother, for you need their advice more than you need

money, or the advantages of earning it, while you are under their care, though it is sometimes hard to see it at the time.

The kind of independence that making money gives you is that it frees your mind when you desire to have, or to do, something, of the worry of never knowing to a *dead* certainty where the funds are coming from to get it with, or do it on. The net result of having money is that you feel about twice as good-natured all the time and this is an asset that is hard to beat.

Strengthening Your Spinal Column.—Stamina is a good old-fashioned word that folks often used when they meant *mental backbone,* or staying power.

Now, if there is one thing more than another that gives a fellow a stiff upper lip, and the stuff to stick to a tough job of any kind until it is done, it is knowing that you *can* make money, that you *have* made it and, what is about four times as stimulating as either of these thoughts, is that you have some small portion of your earnings planted away somewhere.

Having these things to your moral and financial credit you can look any one—even the girl

you like best—square in the eye and feel reasonably sure that you stand 100 per cent. high in the estimation of everybody. It's great to feel that way.

Getting Self-Assurance.—You don't have to call in the liability and assurance man to get *self-assurance.*

One of the greatest handicaps a young fellow like you can have is to be shy and bashful-like and to distrust your own ability to do things.

There is no better way to get over this untoward state of mind than to strike out with the idea of making money, not by working for some one who will boss you around, but by selling something direct to the people.

This kind of personal contact trading where you will rub up against a few sandburrs, as well as to meet with some pussywillows, will soon put you *next* to yourself, brace up your courage, give you *pep* and develop a firmness of mind that will forever after stand by you like a great good friend in an hour of need.

To succeed you must have self-assurance, to the end that you can meet every person on their own ground and not let them scare you away

with their vinegar faces and acetic acid minds.

There is one thing, though, I want to caution you against right here and that is not to let your self-assurance, once you get it, develop into a plain case of *arrogance,* which it is apt to do unless you keep the lid on it.

Being Self-Reliant.—There is quite a difference in having *self-assurance* and in being *self-reliant,* in that the first means that you have a certain boldness, and the second means that you have an ingrowing confidence in your own ability to do whatever you want to do and without any outside help.

That Feeling of Self-Respect.—No fellow, be he boy or man, can have the feeling that he is a boy among boys, or a man among men, if he is dirty, wears ragged clothing, and is always *broke.*

Self-respect means that you put a sort of a high value on yourself which makes you appreciate your own worth, and there is nothing like having made money by your own efforts—that is, if you haven't spent it all—to get you into this plus frame of mind, and there is nothing that will stimulate the nerve centres of your

grey matter to make you want to make more money like self-respect. It's a rule that works both ways, you see, so cultivate it.

Winning the Respect of Others.—It's a curious phase of human nature, but none the less true, that when people see that you respect yourself they always want to go *halvers* with you and so they, too, respect you.

Especially will this crop out if old Mrs. Grundy [1] whispers in their ears that "Charlie Gettem has a hundred dollars that he made himself," etc., etc. Immediately visions of ability, industry and future success loom up large on the horizons of their several analytical minds, and those that know you will want to shake hands with you, and those who don't know you will smile and speak to you anyway.

Strangest of all, each and every one of them —except perhaps some old grouch—will want to do something to help you make more money

[1] Mrs. Grundy is a character in an old comedy called *Speed the Plough;* she was the wife of a rich farmer and a neighbor was always asking, "What will Mrs. Grundy say?" Mrs. Grundy now means society in general.

and so, by showing their appreciation of you and respect for you, they hope that a little of both of these admirable qualities may be reflected back unto themselves. Get busy then with that self-respecting germ and begin to think about how you can make some money in your spare time.

CHAPTER II

WAYS A BOY CAN MAKE MONEY

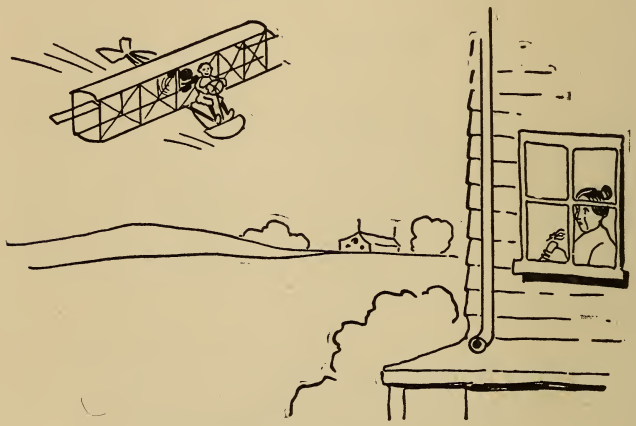
How an Infant Gets Money—Ways for You to Make Money—Selling the Work of Your Hands—Selling the Output of Your Brains—Selling Brain Power Plus Muscular Energy—How Locality Limits Your Work—About Your Working Time—Taking Care of Your Business—Keeping a Set of Books—How to Succeed.

THERE is only one way for a baby boy—I don't know anything about girl babies—to make money, though there are a couple of other alternative methods by which he usually gets it.

The first and most refined way is to be paid for being good, while the second is to beg it, and the third is to start in to howl and otherwise disturb the family peace, such as threatening to get out of the high chair, etc. This latter scheme of his for getting money savours of extortion and intimidation and which, if he was a little older, would be called by the less polite

name of blackmail. It is wonderfully effective though unless it is promptly squelched.

Small boys usually begin to make spending money by carrying in wood or coal, running



FLYING TO HIS MOTHER FOR MONEY.

errands and doing light chores. This would be a very good plan indeed to start them off on their careers of money making were it not for the fact that they soon begin to calculate in cold blood what they can do, and whom they can do, to turn up an honest nickel.

The result is that for every trifling service they begin to dicker with their elders, setting

a price for their hire that would put the average plumber to shame. It is then that their ideas of making money become truly *touching* and get to be very obnoxious. Such precocious financiers must be curbed before they start.

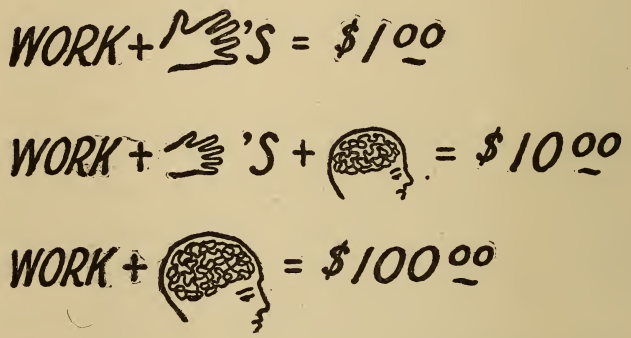
Ways for You to Make Money.—All joking aside, the first thing to settle is what you are going to do to make money and how you are going about it.

There are only two *fundamental,* or chief, ways to make money and these are: (1) by selling something and (2) by making money earn money for you. Just now we will look into the first way only, because it takes *capital,* which means money or wealth in other forms, to make money the second way.

Now no matter what you give in exchange for money you sell either the work of your hands or the effort of your brain, or, more often, you sell the product of both of them together. Hence you must decide which of these you intend to part with in return for its equal value in money.

Selling the Work of Your Hands.—There is no nobler thing that you can do than to work

with your hands, or *manual labour* as it is called. As a boy you ought to by all means learn to work with your hands, and using tools is the finest kind of training, and when you are a man you ought to work for the recreation it gives you.



WHICH WILL YOU SELL—WORK WITH YOUR HANDS, HANDS AND BRAIN, OR BRAIN?

But as a means of making money manual labour, especially the unskilled kind, is very slow, very tedious and very poorly paid all things considered. To use a shovel on the street, to wield a pick on the railroad or to carry a hod are forms of toil that need no brain effort on the part of the labourers doing them and, though

they are the hardest kinds of work, the pay is very small.

The boss of a road crew, the foreman of a section gang or the mason at the top of the building who yells *"more mort"* have easier work, though their hours are just as long, because they have used their brains in learning the respective trades they are engaged in and so they *draw* more pay.

In all trades, in all professions and in all businesses you will find the man that knows, that is the man who has studied and learned to back up his selling ability, getting the most money out of it, provided if he has a little talent for business.

You may ask, then, how is it that the man who had only six months' schooling when he was a boy finally became the owner of the largest undertaking establishment in Philadelphia?

My answer is that he happened to be born with an overdose of shrewd, native business ability and this helped to make up for his lack of schooling. If, on the other hand, he had had a good education to boot, he would doubtless have become the millionaire owner of the fun-

eral supply factory that sold goods not only to him but to other undertakers all over the country. A *grave* case indeed but you get what I mean.

Whenever you see a man working with his hands for a few dollars a day, or another bending over a desk and using his brains for about the same wages, you can set it down that neither of them have any business ability.

Selling the Output of Your Brain.—As a boy you will find it next to impossible to make money by merely using your brain alone, that is, by working out a plan which will fetch in money without spending the energy of your muscles to do it.

This is because it takes much thought and training along some specialised line as, for instance, inventing, doctoring, banking, manufacturing, merchandising, writing, etc., to make money solely out of what you know, or think you know, or what other people think you know.

Inventing is a delightful occupation but it takes too long to develop an invention, though you have the genius for it, to make money out of it as quickly as you want to, and I want

you to get it; so I shan't go into details about it here, but if you are interested you can find out all you need to know in my book called *"Inventing for Boys."* [1]

Instead, I shall explain in detail in this book a dozen or fifteen separate and distinct lines of work which you can handle with little or no experience—you will get it as you go along—with a very small outlay of capital, perhaps none at all, and with every reasonable chance of making money; that is, if you will do as I tell you.

Selling Brain Power Plus Muscular Energy.—Now we are down to the really practical way of making money—on not too large a scale—and this is by forming a partnership between your brains and your hands, or legs, as the job may require, and making them do team work. This is the surest way to pile up profits from the very beginning.

Some of the lines of business you will find explained in the following chapters take more brain work to carry them on than others and,

[1] Written by the present author and published by Frederick A. Stokes and Co., N. Y.

conversely, the other and remaining lines require more manual labour. But whatever trade or business you feel that you are able to handle the best, take it up and work it for all you are worth. You have nothing to lose and stand a chance to win everything.

How Locality Limits Your Work.—You must

LOCALITY LIMITS YOUR FIELD OF WORK.

not forget, though, that the place you live in has a lot to do with making a success of a venture.

As an illustration, if you live in a sparsely settled country your chances of conducting a messenger service would be small indeed, but you might start a buying service to good advantage.

Again in the larger cities trapping, hunting and fishing are simply out of the question and poultry and squab raising would be exceedingly

difficult though under some circumstances, you might raise rabbits and guinea pigs.

The smaller towns and villages are the places where nearly any trade, vocation or business can be carried on the easiest and with the greatest chance of winning out but, wherever you live, there you will find an outlet for your energies and abilities if you will look about and see what is needed, and then think out a plan that will meet it.

In this big country of yours you can always start and succeed in the subscription business, that is, taking orders for well known publications, or selling useful devices, by making a house to house canvas; and the reason I strongly advise you to take up one of these particular lines of merchandising is because (1) it requires little or no capital to start with; (2) the profits are fairly large considering the outlay of time and effort you put on it, and (3) it brings you right into touch with all classes of people from the lowly labourer to the chesty banker.

And in brushing up against these divers types of humanity you learn their weak and strong points, how to hold your own against them,

know them as they really are and not as they seem to be on Sundays—in a word, you are able—or soon will be—to tackle each and every person so that he or she will buy whatever commodity you are trading in, and that's what you are doing it for.

About Your Working Time.—The life of the average normal human being is supposed to be divided into three equal parts, if the time he takes to eat is not counted in, and these are the time spent (1) in working; (2) in sleeping, and (3) in playing, or *recreation,* as it is called.

But a boy's life is split up into four parts, minus the time he eats, and these are: (1) in study; (2) in working; (3) in playing, and (4) in sleeping; the first and the last takes up most of his time, while washing his face and combing his hair—which comes under the head of work—consumes so small a measured portion of duration it can scarcely be noticed.

Nearly everybody seems to think that work and study are interchangeable terms but I opine they are two quite different processes, though certainly neither comes under the legend of play. And now, on the q.t., whatever you do be

sure to take enough time for play each day because you will work and study the better for it. As to eating and sleeping, I guess you don't need any tips on these.

The extent of your working time will depend on whether you go to school or not. I hope you are not one of those less fortunate boys who must work all day and every day to help make a living; and I sincerely hope you are not one of those boys who finds school a dull place and wants to quit because you think it is a softer snap to work and gives you more money to spend.

Going to school is no barrier to your making money; for, in these great United States, there are thousands of boys who are going to school that make more money out of school hours than a lot of fellows of their own ages make by working all day long in stores and shops. There is no difference in the brains of these two classes of boys, but there is a mighty big difference in the way they use them, and don't let that get by you. See to it that you use yours in the right way.

Nearly all the *ground rules,* as I call the different lines of work laid down in this book under the various chapter headings, are of the kind that can be carried on successfully after school hours, on Saturdays, and especially during your summer vacation. If you will put in this spare time of yours every year you will

TAKING CARE OF YOUR BUSINESS.

be doing all the work and making all the money that a boy of your age ought to do and make.

Taking Care of Your Business.—It is a good plan to spend some little time, say fifteen minutes a day, in thinking about and scheming out the business you are engaged in.

Go over all the little details of your work, especially insofar as they have to do with your customers, and ask yourself what is the best

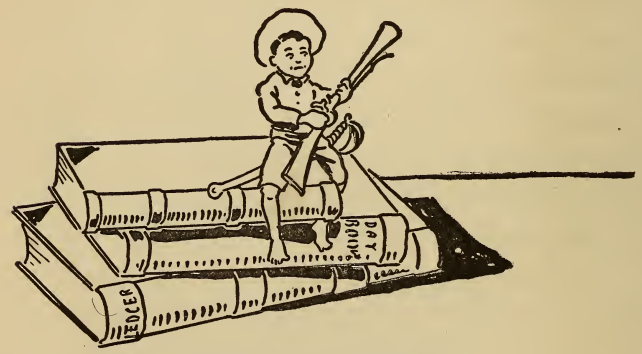
thing to do, which is the better way of doing it, and what the effect of what you do and say will have upon your sales.

You need to plan along business lines in your mind just as much as you need to plan a house on paper before you start to build it. If a carpenter built a house without a plan of it drawn out to scale—and many of them have tried it—the result of it would be that the corner gable and the chimney would want to occupy the same space at the same time, or the bay window try to lap over the front door and altogether the building would be of monstrous design.

Just about so when a fellow strikes out for the first time to transact some small business; if he has no definite plans, and no talking points, the other fellow, the would-be buyer, is apt to put his foot on the would-be salesman's neck and that not only produces an uncomfortable feeling in the vicinity of the latter's gills, which doesn't matter so much—afterward—but it loses him an order, which matters a very great deal.

Keeping a Set of Books.—When you begin to take orders for whatever it is you have to sell,

keep a *day book,* that is, a book in which you put down the particulars of every transaction you make, in the order in which you make them, every day. Then you can recall the whole proceeding of any sale you make should you want to do so in case an argument comes up.



KEEPING A SET OF BOOKS.

You should also have a book to keep your *cash account* in, that is, a record of the amount you take in, that you pay out and the cash you have on hand. By opening up a bank account[1] you can pay your bills by check and this is better proof that you have *liquidated* your bills than the signed receipts themselves

[1] See Chapter XII.

and, besides, you are not half as apt to misplace them. To pay by check gives you a substantial aspect in the eyes of your townsfolk and appearances count for a great deal in the game of business.

Another thing: pay your bills with clock-like regularity on the first of every month and make it a point never to let a bill stand over longer than that time unless you have it expressly understood beforehand. Promptness in paying your bills doesn't cost anything and it will be of great value to you in time to come.

How to Succeed.—To succeed you must choose some trade, calling or business and stick to it; nine-tenths of all the failures are caused by boys and men taking up a thing, starting it and then dropping it because they believe there is more money in something else.

Josh Billings, a famous wit of the 70's, gave this clever bit of information: *Consider the postage stamp, my son, it sticks until it gets there,* or words to that effect. If you will take this hint from the humourist, who was also a philosopher, you will get there too, provided you don't do a few other foolish things.

What is just as bad as trying one new scheme after another is to have half a dozen of them going at one and the same time. Men make these mistakes right along and boys are more apt to make them than men.

Pick out what you can do the best in the place you live and then give it your time and thought and effort day after day, week in and week out, and don't let anything or anybody discourage you. Stick to one thing, keep pounding away at it for three months, and you will be surprised to find how far ahead you have pushed and how much money you have made out of the business in that short time.

CHAPTER III

HOW TO START AN AGENCY BUSINESS

When a Boy Goes to Work—The Paper Business—Selling Daily Papers—Selling Weekly Papers—Working Up a Paper Route—How to Get Subscribers—Where to Get Your Papers—Other Kinds of Agencies—Selling Stereoscopes and Pictures—About Stereoscopes and Stereographs—The Travel System Tours—Making Your Agency Grow.

When a boy goes to work he never does so for the mere fun of the thing but because he wants to make some money; and just as

> Man wants but little here below
> And he wants that little bad,

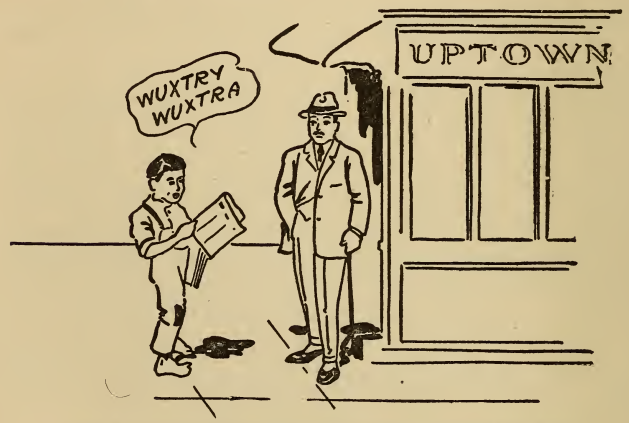
so, too,

> A boy wants some easy money
> And he wants it right away.

Now the chief reasons why a boy takes a job in a drug store, or with a telegraph company, or in a woollen mill is not because he can earn much money easily but, first, because he

doesn't know what else to turn his brain and hands to, and, second, because he knows that the *ghost will walk,* as the actors say, at the end of the week's work.

There are several lines of business that you



SELLING THE DAILIES IS HARD AND UNPROFITABLE.

can start, if you have the push, and carry on yourself in which the work will be far more pleasant, your earnings as large, as sure, and as quick, as if you toiled like a machine in a daily grind under a boss. One of these is the *agency business.*

Selling Daily Papers.—In the average sized city where one or more daily papers are pub-

lished in the afternoon, it is a favourite *pastime* of schoolboys to sell them.

I say *pastime* for the reason that most of them get more pleasure out of running the streets and yelling *Tribune,* or *Register,* in the ears of the passersby than they make money by selling them.

Indeed, if the actual truth was known, many boys lose money right along if the unsold papers are not *returnable*—that is, if they have to pay a half, or a cent, for every paper they take out and the news company will not take back their unsold copies.

A better way is to strike out and get 25, 50 or 100 subscribers and deliver a route of your own if you can, but it is usually a pretty hard thing to do for the news company generally takes care of this big end of their business or else gives, or sells, the privilege to some news dealer.

Selling Weekly Papers.—A far better scheme than selling daily papers is to sell weekly publications, for while you have only a couple of hours at best in which to unload a daily right off of the press—the news gets stale very quick-

ly—and your unsold copies are worthless, you have six days in which to dispose of your weeklies.

Again, it takes just about as much effort to induce a man with shell-rimmed goggles to buy

SELLING THE WEEKLIES IS BOTH PROFITABLE AND PLEASANT.

a daily paper at a cent or two, as it does to sell a 5- or a 10-cent publication to him, and the profits of the latter are *proportionately* larger.

What is of even more importance is that when you sell a man a daily paper you do not stand the slightest chance of selling him an-

other the next day or the next week but, if you can once get him to buy a copy of some weekly paper, you are almost certain to finally get him for a regular customer.

Working Up a Paper Route.—The best and easiest way to work up a paper route, and the one there is the most money in, is to take a sample copy of each one of the weekly papers you are going to get subscriptions for and make a canvassing campaign either among your friends and acquaintances or from house to house, store to store and among the workers in the shops and factories.

The Saturday Evening Post, Leslie's Weekly, Life, Judge, The Country Gentleman, Ladies' Home Journal, and *The Scientific American* are all papers that are well known and that people like and, different from the dailies, they are not thrown away but are kept for future reference.

When you get your sample copies look them over very carefully—you don't need to stop to read the stories in them—so that you will know just what kind of articles they have in them, for

they are all different and different people like different sorts of reading.

The great majority of people, whether they are young or old, men or women, school teachers or brokers, like a paper that is loaded to the guards with red-blooded stories and the *Saturday Evening Post* fills the bill pretty well in this respect. It also has a lot of business and political articles in it and these make a strong appeal to the man who is trying to build up a fortune or hopes to be president of the U. S. some day.

Life is a funny paper, full of original pen and ink pictures, but it is a paper that does not sell so well to the common people as it does to those in whose veins run blood that is blue and whom *Life* takes a special delight in poking fun at. If you know men and women who like to laugh and grow thin, they are sure subscribers for you net. A comic paper called *Judge* is conducted somewhat on the same lines as *Life.*

You can get subscriptions for *The Country Gentleman* from men who love the big-out-of-doors, especially if they are owners of estates, whether they have 50 foot frontages, or are as

large as John D. Rockefeller's in the Pocantico Hills.[1] And I will venture the statement that not a few women read the paper with as much interest and pleasure as the men it is written for.

It is simply like finding it to get the women to subscribe for *The Ladies' Home Journal,* and, turn about, men will subscribe for it just as quickly for their mothers, wives, daughters and sweethearts and—this on the quiet—they like to take a peep at it themselves once in a while.

Everywhere you go you will find boys from eight to eighty who are interested in the practical and scientific end of things and *The Scientific American* is the paper to go to them with. Show a man an article in it on electricity or mechanics, or some device that has been invented to get rid of the German U-boats, and he will be very likely to tell you to bring him a copy every week.

I have only mentioned a few papers that you can supply but there are many others and after

[1] Near Tarrytown, Westchester Co., N. Y.

you have a good start you can take subscriptions for the magazines too.

How to Get Subscribers.—The first thing to do is to make out a list of all the folks your mother and father know and all that you know.

Mark off those whom you think would be interested in any one paper, say *The Saturday Evening Post*—because, since it is only 5 cents a copy, it is the easiest one to sell—and then check off after each possible subscriber the name of the story, or the article, you think either he or she will be likely to show the most interest in.

This done, go to your prospective customers, show them a copy of the paper and turn quickly over to the marked story or article, and do your level best to sell each of them a copy of the paper. Once the nickel is paid over into your hands, start out on a fresh tack and urge the buyer with all the boundless enthusiasm and personal force you can work up to sign your book so that he will get the paper regularly every week, and let him know on the jump that you do not want any money in advance.

After you have the signature of one customer in your book you can show it to the next prospective subscriber you tackle and it will act as a sort of a lever with which to pry an order from him. It is a curious phase of human nature, but it is none the less true, that one good name in your book begets another and that the more names you can show to your credit the easier it is to get others.

In starting don't make too long a list of names but weed them out until you have the cream of them, and then go after each and every prospect good and strong. If you do not get an order from the first one, or the first half dozen that you try fail to respond, don't give up the ship for battles are not won that way; if you haven't the backbone to stand up under a little disappointment your business career will be knocked in the head, and salesmanship in the making is too serious an affair to let anything give you a set-back.

You must make up your mind that you are going to be a salesman and you must expect small brushes with the dust and the heat in your battles to do business. When you feel

discouraged just recite this helpful guide rule out loud: *It's a great life if you don't weaken.*

Go gunning for your quarry in a cleancut way, strike straight from the shoulder, meet the arguments of those you deal with by knowing just what you are talking about, and you will soon get the knack of making them put their names in your book.

Finally, keep track of every person you meet and make it a point to see them once a week regularly, and if you don't bag them by the end of a month you can be reasonably sure that they don't read or, if they do, that it is Green's *Ancient Rome* or something else that is quite as dry and musty.

Where to Get Your Papers.—The simplest and quickest way to start a paper agency wherever you live, be it in the city or country, is to write to the *Curtis Publishing Co., Sales Division,* Philadelphia, Pa., and say that you want to act as their agent in your community for their papers which are: *The Saturday Evening Post, The Ladies' Home Journal* and *The Country Gentleman.* You do not need to send them any money in advance.

In turn they will send you particulars of their agents' work and other *literature,* and you ought to interest your father and mother in the scheme and make them partners with you in everything except getting the subscribers and the money you take in, for they can give you lots of splendid tips.

Besides the particulars you will receive 10 copies of the papers, a shoulder strap bag, and, unless they have a local wholesale agent in your town, an order blank for more copies. With the money you take in from the sale of the first copies you are to pay for your next lot and any copies you may have left over you can return. So you see you can start a paper agency business without any capital more than a 2-cent postage stamp.

If you want to sell *Leslie's Weekly,* or *Judge,* write to the *Sales Manager* of the *Leslie-Judge Company,* 225 Fifth Avenue, New York City; for *Life,* write to *Life Publishing Company,* 17 West 31st Street, for *The Scientific American,* write to *Munn and Company,* Woolworth Building, New York City, tell them what you want to do and get their terms.

There is no reason why you should not secure subscribers for 200 copies of the different papers as hundreds, if not thousands, of other boys have done—there are more than 50,000 boys selling weeklies in the United States every business day—and you might just as well pull down a 5-case note every week as they.

And $5.00 a week clear profit, made out of school hours, is just about as much as a lot of boys are paid who put in 8 or 10 hours a day working for some one else.

After you have drummed up your subscribers and have your agency in good working order you can lay back on your oars for awhile and enjoy the profits that roll in, which your ability as a salesman has made possible. Of course you will have to deliver the papers every week but you won't mind that, for heel and toe walking is one of the finest kinds of exercise, as well as one of the surest roads to health.

Other Kinds of Agencies.—There are many *other commodities,* or articles of trade, as things that can be bought or sold are called, besides newspapers, and some of these you

can buy and others you can make, as you will find when you come to read Chapter XI.

To sell a man a pair of suspenders when he goes into a store with the avowed intention of buying them does not require *salesmanship* as the word is taken to mean to-day.

But to sell a busy broker a handsome 12-volume handy set of *The Lives of Our Poets,* bound in flexible morocco, stamped in gold, printed in 11-point type on India paper and illustrated with 801 coloured plates and half-tones (there being 1 of the former and 800 of the latter) takes, I should say, selling ability of the very highest order—nay more, generalship of the species that has made Charles M. Schwab the millionaire president of the Bethlehem Steel Company.

There is a happy medium though between these two extremes of salesmanship which you can handle, and that is to sell some article that every person ought to have but which they do not know they want, and which can be sold for not too large a sum.

The best paying articles to sell are those which are being used up constantly, or which

need to be supplied occasionally as an accessory to make the outfit complete. Take as an illustration, the photographic camera and the films that must be used with it and you will understand what I mean.

Charles A. Eastman, the millionaire manufacturer of *Kodak* cameras and accessories, made his money not so much from the profits he gets from the sales of the cameras, but on the films which are needed by the amateur picture taker to make the camera useful. And when you grow up and start a business out of which you expect to make a million—more or less—this is a mighty good pointer for you to remember.

Selling Stereoscopes and Pictures.—When I was a boy in Chicago (not long ago) I was tremendously interested in photography and made cameras, dry-plates—films had not yet been invented—and everything else that had to do with the art of picture taking. I used to make pictures for profit too, and did quite a lot of work in that line. It was in this connection that I learned of a firm who made *stereoscopic pictures.*

These pictures, or *stereographs,* as they are called, must be viewed through a simple little optical apparatus called a *stereoscope.* It consists of a light wood, or metal frame with a handle attached to hold it by, a pair of lenses mounted at one end and over which a hood is fixed to shut the outside light from the eyes,

A STEREOSCOPE AND STEREOGRAPH.

and a sliding holder for the pictures, all of which is shown in the accompanying cut.

Now when the stereoscopic picture, which is really two pictures of the same object, or scene, photographed from slightly different points of view, are seen through the lenses of the stereoscope, the pictures blend into one image and the effect upon the eyes is that of looking at the object, or scene itself. It is a truly marvellous illusion and it does for the eyes what the telephone does for the voice, that is to say, it trans-

mits the scene, say of Cairo and the pyramids, to your eyes wherever you may be exactly as though you were really looking at it.

The firm I spoke of had agents everywhere who sold stereoscopes and stereographs by making a house to house canvass and—being ever ready to try anything once—I did the same thing during one of my summer vacations. I liked the stereoscopic business not only because I was able to make a fair wage but because it was not at all hard to get orders which ran from $2.00 to $10.00.

This is the plan I used, though I did not originate it, and if you will follow it you will find it a very successful one. Carry a stereoscope and a dozen stereographs with you and have it in your hand when you knock at the door. When the woman of the house makes her appearance begin by saying that you want to show her a picture; at the same time you put the stereoscope into her hand and gently place it before her eyes.

Once she gets a glimpse of the picture she will, as surely as her name is woman, let you show her the others you have. Keep putting in

new pictures, including coloured ones very often and a comic one occasionally, and while she is *hypnotised* with the beauty of the pictures, impress upon her by all the genteel argument you can bring to bear that you want her order for a stereoscope and a dozen or more pictures—and you will get it in about 10 per cent of the cases.

Like every other article you sell, either directly or by taking orders for it, you must have a short, pithy story to tell of its exceeding value—stereoscopes and stereograms are educational as well as entertaining—and drive it home while you have the chance. Get her name on your order book, tell her when you will make the delivery (so that she will have the money ready for you) and your sale is cinched.

After having sold a stereo outfit you can go back every month or two for a *repeat* order and so keep right on selling the pictures.

Don't think because I said "sell them to women" that you can't make men order too. In the canvassing business men are just as easy marks to sell to as women, and sometimes much more so.

Another point you should keep in mind is the eternal fitness of things. If you are going after orders for stereographs in a Catholic neighbourhood have a large number of religious pictures in your collection. Just at this writing war stereographs are of great interest, especially to the men-folks.

About Stereoscopes and Stereographs.— There are several grades of stereoscopes on the market and you can buy them in dozen lots for 25 or 30 cents each on up, but it doesn't pay to handle too cheap a grade, because the better the lenses the sharper the pictures will be and the clearer will they stand out in relief, and this is a big selling point.

Again, there are two grades of pictures, namely, (1) those that are simply printed and (2) those that are real photographs. The first kind you can buy for about a cent apiece in lots of 100, and the second cost from 5 to 10 cents each for the uncoloured pictures, while coloured ones cost from 10 to 20 cents each. Of course, you must add your profit to these prices.

By all means handle the real photographic

stereographs for, while they are more expensive, they are the only satisfactory pictures to get orders for. You can buy stereoscopes and stereographs of Underwood and Underwood, 417 Fifth Avenue, New York City, or of Sears, Roebuck and Co., of Chicago. Write both firms for prices first.

The Travel System Tours.—An elaboration of the simple plan I have explained above has been brought out by the firm just named, which they call *The Underwood Travel System.* This consists of a stereoscope, a set of stereographs, a descriptive guide book and a number of patent locating maps so that you can pick out the place you view and know exactly where the scene is from and just how much of it you see.

Men agents are doing a rushing business with these stereoscopic travel tours and there isn't the slightest reason why, even if you are a boy, you shouldn't get in line and make money out of them too. Should you decide to take them up start with just the stereoscopes and stereographs first as I outlined in the beginning and then you can reach out, handle the travel end

of it, extend your operations, and make more money.

Making Your Agency Grow.—Whether you start a paper subscription agency, take orders for stereoscopic travel tours, or whatever it is you have to exchange for some one's else money, to make your business grow you must do as a New Jersey agent, who has recently sold $2,000 worth of travel system tours in three months says to do, and that is, "you must know your goods and have unshakable faith in their value, then map out your policy—that is *how* you are going to handle the sale of it—and keep *persistently* at it."

CHAPTER IV

RUNNING A MESSENGER SERVICE

The Parable of the Yeast Cake—What an A. D. T. Service Is—Starting Your Own Messenger Service—About Telephone Calls—Owning a Bicycle—Using Business Cards—Wearing a Uniform—Messenger Service for Everybody—For the Household—For the Stores—For the Commercial Houses—For the City Officials—For Professional Men—Organising a Valet Club—Organising a Rainy Day Club—The Ladies' Messengers' Service.

One of the most certain ways for a boy to become a waiter, or a porter, or do other menial work when he grows to be a man, is to take a *tip* for every little favour he does for his folks and the neighbours.

Now there is a big difference between doing a favour and accepting money in the shape of a tip, as a gratuity of this kind is called, and being paid for performing a service; and this difference can be summed up by saying that

the first comes mighty near to *taking alms* and the last is *strictly business.*

As an illustration of the nice distinction between taking a tip for a favour and being paid for a service read this parable: Mrs. Brown says, "Bobby, will you please run down to the store (it is only half a mile) and get a yeast cake for me," and you say, if you happen to be Bobby, "Why—that is—certainly, deelighted." When you return she hands you the other cent for being a good boy;—now that is a tip pure and simple.

But suppose you say, "Mrs. Brown, I've started a messenger service—here's my card—I'll go to the store for you whenever you want me to and I'll charge you a nickel per trip"—well, that's *business.*

If you do a favour do it as a favour and don't accept money for it; but if you have started a business let everybody know that you have done so and they will expect to pay you for services you render as a matter of business. See?

What an A. D. T. Service Is.—When I read I do not like to come across initial letters because I never know what they mean and the

author seldom explains the secret anywhere in the book.

Having thus been puzzled myself I will say right here that A. D. T. stands for *American District Telegraph* and every large city has one. Further the A. D. T. is a messenger service that partly operates by electricity and partly by boy power.

The way the service operates is like this: the company has electric call boxes distributed all around in stores, offices and public buildings and these are connected with a central office by means of telegraph wires. When you want to call a messenger boy all you have to do is to pull down the handle of the call box and let it go; the mechanism inside the box automatically telegraphs the call number of the place where the box is located to the central office, when it is rung out by an electric bell. The operator reads off the number rung out by the bell and sends a messenger boy, who is dressed in a blue uniform like a policeman, post haste to the station where the call was made.

Once the boy arrives he gets the message, or package, he is to deliver and makes a charge

according to the distance he has to go and the transaction is finished as far as the customer is concerned. This is conducting a messenger service on a big scale.

Starting a Messenger Service of Your Own.—If you live in a town of any size where there

A TYPICAL A. D. T. BOY.

is no regular messenger service you can work up a good paying business, but you will have to stay right on the job during all your spare time.

To start a messenger service you ought to have three things and these are, (1) a telephone in your house; (2) a bicycle, and (3) some business cards.

About Telephone Calls.—If you haven't a telephone it need not prevent you from starting

a messenger service, but the only course open to you then is to get a route of regular subscribers and call on them every day at as nearly the same time as you can. Having a telephone in your house, though, is a business getter, for

A WHEEL IN TIME SAVES NINE (PAIRS OF SHOES).

calls will come to you which you would otherwise miss, and the incoming calls cost you nothing.

Owning a Bicycle.—Again, you might start a messenger service and use *shank's mare* to cover the ground with, but you will find walk-

ing a very slow way of delivering messages in this age of wheels.

A bicycle is the great time saver and annihilator of distances, and the very fact that you have one and are a swift rider, will make for business that you could never get in any other way. Not only this, but a bicycle will help you in doing other things because you can get there first, and as a means of healthful exercise you can't beat it, to say nothing of the pleasure you can get out of one.

THE
DOUBLE QUICK MESSENGER
SERVICE
JOHN HURRIFAST
Telephone Day or Night, 812 Green
And I'll be There in a Minute
Rates
For the First 15 Minutes.....10 cents
For Each Additional 15 Minutes 5 cents

Using Business Cards.—As needful as either a telephone or a bicycle for the proper working of a messenger service are *business cards,* and you can have them read about like one above:

You can, of course, go around to all your people and notify them by word of mouth of what you intend to do, but it will not *sink in* like handing them a printed card on the style of the one shown above, so get 500 or 1,000 if you can.

Wearing a Uniform.—I am a great believer in living up to your trade, profession or business—and that is why I write in my shirt-sleeves.

You can buy a *khaki* uniform with a cap and leggins to match for about $5.00, of Montgomery, Ward and Co., or of Sears, Roebuck and Co., both big mail order firms of Chicago; and then wear a band on your cap with the word MESSENGER printed on it. It will help to get you business.

Kinds of Messenger Service.—There are, as a matter of fact, only two kinds of messenger service, namely, (1) to carry a message and (2) to carry a parcel or some other material thing.

On the other hand, there are as many phases of the latter kind of messenger service as there are varieties of Heinze's bottled products, which we have learned from the advertisements

number exactly 57, if we count all the little variations of it, and these are very important.

The success of your messenger service will depend very largely on your ability not to let any chance, however large or small, slip by which will get you the *tariff*, as the boys say in England. To give you an idea of where you may expect to find customers for your service, I have prepared the following list.

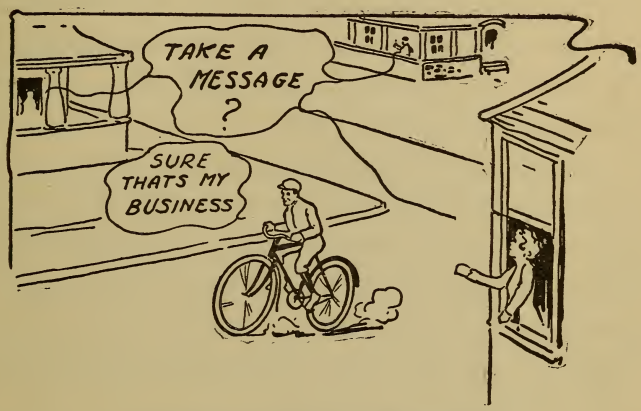
Messenger Service for the Housewife.—After you have delivered your cards and so started your double quick service, don't wait for some one to ring you up on the 'phone to go somewhere or do something for him or her but instead jump on your bicycle and go after them.

Make a call every day at each house where you have left a card and ask if there are any errands for you, and you can make a *flat rate* of 15 or 25 cents a week for regular household service as you can afford to do this a little cheaper than where an occasional call comes over the telephone.

In making a rate for any service you may render you must always consider that you are spending your time and wearing out shoe leath-

er, or bicycle tires, and these and your printing bill make up what business men call the *overhead charges.*

Your household messenger service will consist of trips to the grocer, the butcher, the baker



THEY'LL ALL WANT YOUR SERVICES.

and other dealers for supplies of all kinds, posting letters, delivering the mail where there is no regular free delivery service, etc. Just get the housewives started once and leave it to them to find enough to keep you on the go.

Messenger Service for Stores.—Next go to the owner, or manager, of every store in your

town—if the town isn't too big—and make the same kind of a bid for business.

Nearly all stores have their own delivery boys and men and these take orders on their rounds a couple of times a day, but there are always a few outstanding orders in the other end of town that have come in by telephone—usually there are hurry-up calls—and this is where you get in your fine work.

Another good scheme if you are built on the salesmanship plan, and there are very few boys who are not, is to take orders for groceries, bakeries, meat and vegetable markets and ice cream parlours before you go to school and get a commission of 5 or 10 per cent on the amount of your sales from the dealers.

Where you do this you don't have to deliver the goods, but their delivery boys will do it on their regular rounds. In getting orders for these stores you must guard against breaking in on the stores' regular customers or you will *get in bad* instead of *standing in* with the dealers.

Another very good field are shoe stores and repair shops, men's furnishing stores and flor-

ists' shops, for very few places of this kind have a delivery service of their own.

Messenger Service for Commercial Houses.— In every city of any size there are any number of offices in which men conduct all manner of businesses; among these are insurance and manufacturers' agents, brokers, advertising men, promoters and the like.

Go after the *heads* of these concerns and don't be satisfied with seeing the office boy or the stenographer, because they don't know what the manager will or will not do, but they hate to admit it, so they take the easiest way out and say, "No, we don't need no messenger and if we did we'd prob'ly do it ourselves; so long." The chances are the manager will have a different idea and that, if you will see him, you can sell him your service.

But don't expect to get an office manager to ring for your service at least at first; the best way is to tell him you will be there at a certain time every day and see to it you are there on the minute every day. If you will give him this kind of service it will not be long before he will

come to think you are his special messenger boy.

Then there are monthly statements to be delivered for all kinds of business houses and electric, gas and other companies, and collections to be made for the same concerns if you can wedge your way in and command enough confidence to get them to take you on.

Messenger Service for City Officials.—Don't forget that there are a lot of very important men sitting at their veneered mahogany desks in the city hall and that if you can get their official ears and put your card into their public hands you are pretty sure to get some messenger work to do for them.

What is equally as important is that you are likely to be paid very well for whatever service you render provided it is (1) intelligent service; (2) dependable service, and (3) quick service, for these are what big men are looking for in a boy.

Messenger Service for Professional Men.—Lawyers, doctors, dentists, architects, mechanical, electrical and civil engineers, ministers and all professional men have need of messenger

service and, in many instances, they have no boy to send on errands.

This affords an excellent opening, for you will find it easy to approach these men and you can get to them without any introductions, *pull* or other fancy whatnots of social and political usages. If you are a member of a church or a Sunday school it will bring you in touch with the best people of your town, and this will result in a considerable amount of work being thrown your way, such as delivering invitations for various social and religious events.

Organising a Valet Club.—Here is a very fruitful field for you to work and if you work it right it will get you the money.

Make a *deal* with a tailor to press, clean and keep in repair men's suits for so much per suit per month and add 20 or 25 per cent to the price he sets. This done, go out and get as many men as you can to join your *Double Quick and Twice as Sure Valet Club.*

Your business is not only to get the members who pay you so much a month for the services of your tailor, but it is your place to take their

suits to the tailor and then back after he has done his work on them.

Should you feel that organising a valet club is too much of an undertaking, you will find the tailors of your town quite ready to let you gather up and to deliver the work to their own customers.

This is also true of milliners, for they seldom have a delivery service of their own and you can be the winged *Mercury* [1] with a *caduceus* [2] in one hand, a *purse* [3] in the other and a band-box slung on your back, who convoys the artistic creation to the beautiful blond who lives on the third floor back.

And don't forget that dressmakers and ladies' tailors have numerous bundles to be delivered every week.

Organising a Rainy Day Service.—This is a specialised branch of the messenger service and

[1] In Roman mythology *Mercury* is a messenger of the gods, and hence you will always find him wearing wings on his ankles and head.

[2] The *caduceus* which he carries in his left hand is simply a magic wand with two serpents twined about it, and having a pair of wings set on top of it.

[3] The purpose of his wand, very likely, is to enable him to change his messenger service into money for, you will observe, he has a purse in his *right* hand.

it will cost you an additional 5 or 10 dollars to start it, but it is a winner for profits.

It is an especially good service to work in a suburban town where the bulk of the male inhabitants are *commuters*. Buy six, or a dozen, umbrellas and mark each one so that you will be able to know it again when you see it.

Now when a rainy day happens along, or a rainy season sets in, and the incoming trains bring the workers home, be at the depot with the umbrellas under your arm. Loan them only to those you know at a quarter each, and have each one that you don't know who wants to borrow an umbrella of you leave a deposit of $1.00 with you to cover the cost of it.

Ride around the next day and collect your umbrellas and you are ready for the next rainy day. Work the same way at churches, theatres and wherever there is a crowd that gets caught in the rain. It is a most useful service and one that will be more and more appreciated provided you do your part and are *always* on hand when it rains.

The Ladies' Messenger's Service.—This service is one that the ladies who live in the larger

cities often make use of where there is an A. D. T., but there is great need of it in your home town, whatever its size.

Let the ladies, of all ages, know that you are at their beck and call to escort them to and from social functions, church meetings, suffragette doings and plays at the theatre; and if you are a half way nice looking fellow with your nerve right with you and a punch to back it up, you will find you are wanted every little while to go with some one somewhere.

In this genteel capacity you will not only take all the girls in town around but half of the married ladies as well, to say nothing of the old maids.

CHAPTER V

GETTING AND DOING TRADE JOBS

Sizing Up the Jobs—Putting a Price on Your Work—Doing Carpentry Work—Being a Plumber—Putting in Window Glass—Cleaning Windows as a Business—The Handy Locksmith—The Amateur Painter—The Boy Electrician—A Jack-of-All Trades—Doing Art and Craft Work—Printing for Profit—Jobs That You Can Get—Printing a Cook Book—Printing a Directory—Printing a Boys' Paper—Where to Buy Printing Outfits.

Nearly every boy likes to use tools and do or make something with them, but the pleasure is multiplied if he can get paid for his work at the same time.

But I don't want to fool you and neither do you want to fool yourself into the belief that you can jump in without any experience and do carpentry, plumbing or electrical work and expect people to let you practise at their expense. So don't try it.

On the other hand there are lots of young fellows who have great natural ability in using tools and doing work along certain trade lines. If, now, you happen to be one of them, you ought to be able to knock out quite a little money in getting odd jobs wherever repairs are needed that are in your line.

It is not my intention to tell you either, about the tools you need to do trade work with, or how to use them, because if you do not know both of these things you will not be able to give satisfaction, and, hence, you are sure to fail.

Sizing Up the Jobs.—Taking it for granted though that you can do some line of trade work fairly well, all I shall do is to point out the kind of jobs and repairs you can do and make.

The first thing to bear in mind is that when you go from house to house, or store to store, in search of jobs you must keep your business eye open and take in at a glance every little repair that should be made and then show them to the woman or man you are dealing with.

Putting a Price on Your Work.—Not only must you size up and point out the work needed to be done, but you must have a pretty good

idea of what it is worth to do the job, and put a price on it right off the bat.

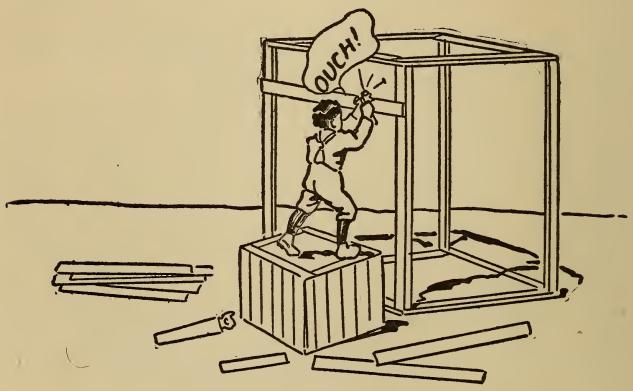
This will usually make a *hit* with your prospective customer, for the reason that a carpenter or other mechanic always charges for a job according to the time he puts on it and neither he, nor any one else, has the faintest idea what his bill will be until he sends it in.

Don't make your price too low, but don't forget, either, that you will have to compete with the men in your burg who are skilled in the trades they follow; inasmuch as they are experienced workmen and you are a rank amateur, to say nothing of being only a boy, you must make your price considerably lower than they will do the job for.

You will not be very apt to conflict with these professional artisans, in virtue of the fact that many of the jobs you get would be too small for them to take, for time with them is money, and they can't very well afford to make a trip from and to their shops to do a job that would only take ten or fifteen minutes; on the other hand, people can't afford to pay them for the time, either.

Doing Carpentry Work.—Houses that are built of wood are always going to pieces and there is always plenty to do to keep them in repair.

In drumming up jobs, look around and see



BEING A CARPENTER IS GOOD.

if a piece is split off of the steps, a hand-rail is wabbly, one or more strips are loose or gone from the lattice, a hinge on the shutter is broken, a board in the sidewalk has rotted away, the pickets of the fence are gone, or the baseboard of the pump is broken.

If the house is a rented one you will, of course, have to see the owner to get the job of

fixing it up, for it is his place to see that it is kept in repair. Besides the outside jobs on a house there are always numerous small things to be done on the inside of it and you should not let these get by you.

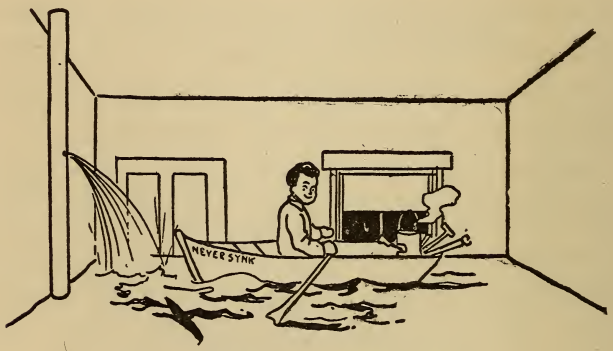
Carpenter's tools and supplies can be bought at any hardware store, or you can get them of Hammacher, Schlemmer and Company, 4th Avenue and 13th Street, New York City.

Being a Plumber.—If you have never worked as a plumber's 'prentice my advice is not to try the trade of plumbing as a means of making money. If you have you will know, most likely, all the important things about it, including the fine art of making outrageous charges.

In a house supplied with water there are leaky pipes to fix, water and drain pipes to clean out, replacing old washers in faucets, putting asbestos and hair-pipe covering on water pipes to keep them from freezing in winter, thawing out frozen water pipes, keeping a closet outfit in working order, fixing pumps, etc. It is also usually a plumber's job to fix

gas pipes and repair hot-air, hot-water and steam-heating furnaces.

Plumbers' tools and fittings of all kinds can be bought of the John Simmons Company, 110 Center Street, New York City, while asbestos



PLUMBING IS A GREAT JOB.

pipe covering can be had of the Johns-Manville Company, Madison Avenue and Forty-first Street, New York City.

Putting in Window Glass.—It does not take much skill to cut a window light and fit it to the *bed* of the sash, as the frame is called in which the glass sets. But it takes more care than most boys or men are willing to give it to make a neat-looking job.

To remove old putty from a sash, mix 1 ounce of soft soap, 1 ounce of pearlash and 4 ounces of Fuller's earth with a little powdered lime into a paste. Cover the old putty with it, and after it has been on for a day the putty will be soft enough so that you can get it off with a knife.

To make a good putty for glazing, mix *whiting* with raw linseed oil until it is pretty stiff; let it stand over night and pound it good with a mallet; mix 5 per cent of cottonseed oil with it and it will not dry out so quickly.

Instead of going around and taking orders for putting in lights it is a good scheme to carry a couple of dozen sheets of window glass of various sizes right with you, a glass cutter, straight-edge, putty, putty knife and glazier's points and then make a house-to-house canvass, especially in the poorer neighbourhoods.

Send to Montgomery Ward and Company or Sears, Roebuck and Company, both of Chicago, for a catalogue of glaziers' supplies and you will find in it the sizes and the current prices of single thick and double window glass from 7 x 9 inches to 48 x 48 inches.

Full instructions for cutting window glass

and putting it in will be found in my *Home Handy Book,* published by D. Appleton and Company, of New York.

Cleaning Windows as a Business.—Cleaning windows is a hard job for a woman, but it is easy for a boy, because he is not so far removed from his monkey ancestors and, hence, he is more nimble.

You can work up a window-cleaning route after school hours and on Saturdays that will net you quite a tidy sum and you don't need any capital to do it with, either, but what you do need a lot of is stamina and the desire to make some money.

To clean windows is not at all a hard job if you go about it the right way. Begin by cleaning out the dust and dirt from the corners of the sash with a sharp stick; next put a little *concentrated liquid ammonia* in a bucket of clean, warm water and wash the windows with it; this done, take a clean cloth and wipe the windows dry.

There is money in cleaning store windows and, for plate glass, stir some *whiting,* which you can get at a drug store, into some alcohol

until the mixture is about as thick as sorghum molasses; rub it on the windows after you have cleaned them, and then rub it off with a clean cloth, when the glass will take on a high polish.

The Handy Locksmith.—Should you have a bent for doing mechanical work you can gather up quite a lot of jobs, such as fixing loose door-knobs, picking door and other locks when careless people lose their keys, and making new ones, all of which comes under the head of locksmithing.

Then there is tinware to be soldered, window-shade rollers to be mended, knives and scissors to be sharpened, bicycles to be repaired, lawn mowers to be sharpened and fixed, etc., etc., all of which are a mechanic's job. Tools and supplies for the above kinds of work can be bought at a hardware store.

Furniture repairing is a cross between a mechanic's and a carpenter's job, but you can do it with very little practice. To ease up drawers and doors that stick; mend broken chairs and re-seat them; tighten up dresser and sideboard handles; take dents out of furniture and clean and upholster it, are all things that nearly every

housewife wants done and for which she will pay out good money.

The Amateur Painter.—I shall not say anything about doing odd jobs of paper hanging because it is a most ticklish business and, unless you have learned something about it under a good paper hanger, I would not attempt it if I were you, for if there is anything that makes a perfect lady mad it is to have a room papered by a fellow who doesn't know how.

Painting is different from paper hanging in that it is harder to make a botch job of it. Paints, enamels and varnishes can be bought ready mixed, and it doesn't take much skill to put them on. Painting and varnishing floors, enamelling interior wood-work and furniture, putting on stained glass paper and cleaning painted walls are all easy jobs to get, and easy to do after you get the jobs.

Where a new floor is to be varnished use *Valentine's felspar varnish* on it; if you have an old floor to do over remove the varnish or paint on it first by using *Ad-el-ite,* which is the trade name of a paint and varnish remover, and then put on the felspar varnish.

Stained glass paper is a transparent paper that looks very much like real stained glass and is very much used to cover bathroom and cosy-corner windows, glass doors and transoms. Write for samples to Sears, Roebuck and Company, or to Montgomery Ward and Company, Chicago, and go around and take orders for it.

Measure the space to be covered in each case, send for the amount of paper you need and when you get it go around and put it on the lights. The effect is so brilliant and pleasing you will have small trouble in either getting orders for it or collecting your money when the job is done.

To clean painted walls stir four tablespoonfuls of any kind of soap powder, such as *Gold Dust,* into a quart of boiling water and then add two quarts of cold water to it. Rub the solution on the wall with a clean brush and let it soak for a quarter of an hour, but be careful it does not get on a part you have already cleaned; take some warm water, wash it off clean and let it dry.

The Boy Electrician.—The most profitable

trade jobs for a boy to do that I know of are in the electrical line.

Nearly every boy to-day is interested in electricity and thousands of them are wireless experts; I sincerely hope you are one of them, for if so you can pick up many an odd dollar that isn't working by using your knowledge of the subject plus a little pleasant labour.

One reason that makes it quite easy to get electrical jobs to do is because the older generation, as a rule, know nothing of this useful force except that it rings bells, and gives light, heat and power; whereas they all know, or think they know, all about carpentry, plumbing, painting, etc.

If you can do electrical work—and it is not at all hard because you can buy all the materials you need ready to do the work with—you will be looked upon as a sort of an electrical wizard —a boy Edison, as it were—and the job you do though it may be a little coarse, will bring forth exclamations of appreciation as well as the money—which is your chief concern—provided you have made the apparatus work.

You can put up all sorts of useful apparatus

if you have ever monkeyed with batteries and electric bells and, if you are a *wireless boy,* you will be a regular shark at installing and fixing electrical devices which are so necessary to every well-conducted home, office, store and factory.

Here are a list of things that people usually send for an electrician to do and which you can do as well: to recharge salammoniac batteries; fixing up old and putting in new electric bells; fixing interior telephones; putting up and reparing annunciators; putting in a refrigerator alarm; installing and testing out electric fire detectors; installing electric gaslighting apparatus; installing burglar alarms and traps; and fixing electric irons and other electric heating apparatus.

Should you have a taste for electrical work, strike out, make a house-to-house canvass, and find out what you can fix or install in the way of electrical apparatus. Get some business cards printed and send one to the Manhattan Electrical Supply Company, 17 Park Place, New York City, and one to J. H. Bunnell and Company, 32 Park Place, New York City, ask-

ing for a catalogue of their electrical supplies, with the discount they give to electricians. This will enable you to set the right price on a job and you ought to make from 100 per cent to 200 per cent profit.

A Jack-of-all-Trades.—Some boys can do odd jobs along all of the trade lines I have told about in this chapter and, should you happen to be one of them, have some cards printed on this order:

When in Trouble Telephone 12-F
JOHN I. SHOULDWORRY
Locksmith, Bellhanger
and
General Trouble Fixer
Job Carpenter, Window Lights Put In
Knives Sharpened, etc.
211 State Street Morris, Ill.

Before the summer is over the only worry you will have will be to collect the bills due you.

One more thing: By all means get a copy of my *Home Handy Book,* for it tells exactly

how nearly everything I have mentioned in this chapter is done.

Doing Art and Craft Work

There are some other and nicer trades that you can make money out of besides those I have just told you about.

Like everything else that you can do the amount of money you can make will be gauged by (1) your ability to sell your product, (2) the length of time you put in on it, (3) the locality you live in, and (4) the excellence of your work. These are the vital things that count in whatever you sell be it the product of your hands or brain.

Printing for Profit.—Chief among these finer trades, or arts and crafts, as they are called, is *printing*. Aye, it is in very truth much more than any one of these, for it is an art and a craft and a trade all rolled into one.

Printing has always made a strong appeal, not only to boys, but to men, ever since Gutenberg invented and printed from movable type in the year 1400; and men are just as eager to-

day to print on small presses for the mere fun of the thing as boys are.

Benjamin Franklin was one of the early boys who loved to print that we know about, and

A NEAT SIZED JOB PRINTING PRESS FOR YOU.

Rudyard Kipling, who gets a dollar a word for his writings, sent to an American firm not long ago for a small press out of which he got a "good deal of enjoyment."

It may also interest you to know that Frank M. Doubleday, of the great publishing house of

Doubleday, Page and Company, made his beginning with an *Excelsior* press, which introduced him to the craft, and that Mr. Curtis, of the Curtis Publishing Company, was a boy printer in his Maine home, and he strongly believes that every boy should have a small press.

Coming down to a boy of your own age and time, let me introduce to you Ramon Coffman, of Madison, Wisconsin. He had, like thousands of other boys, a burning desire to edit and print a magazine of his own; different from most of the other boys, he set out and made enough money to buy a press, type and paper by selling one of the popular weekly papers in the way I explained in the third chapter.

When he got his printing outfit he started a 20-page monthly magazine called *The Typical Boy,* and before he was 16 years old he was elected vice-president of the Literary Society of the Madison High School. Now you can do the same thing, provided you are ambitious, are as hard a worker, and have as much common sense as Ramon has.

But to get back to business. Everybody needs printing, and, this being true, you will gener-

ally find in every community of a thousand people a professional printer; but, like every other trade and craft, you will also find your

THIS MAGAZINE THAT IS RUN BY A BOY. YOU CAN RUN ONE TOO.

share of work to do if you *go after it,* for as a rule the man printer waits for work to come to him.

No matter what you have to sell, or what kind of work you do, you will find that it pays

to advertise, and the best way for you to advertise is to use business cards, though once in a while it is a good scheme to use circulars.

It must be plain that if you need cards and circulars in boosting your sales along, other people doing business need them also; besides there are many other kinds of printing that you can get orders for if you push your end hard enough and you have a printing outfit large enough to do the work.

Jobs That You Can Get.—Among the jobs that you can print on a $5.00 press are visiting cards, business cards, labels of all kinds, tickets for the milkman, baker, festivals, entertainments, and divers other purposes, letter-heads and envelopes, bill-heads and statements and anything else that is not larger than 2½ inches wide and 4½ inches long.

Printing a Cook Book.—This is a sure plan to make money with your printing press in a small town or in a rural community, but you need a somewhat larger press than the one mentioned above.

Get every woman in your church, or society, or town to write down the recipe of one or more

of her favourite dishes and have her sign her name to it. When you have fifty, a hundred or more recipes, print them on good, heavy, white paper; 5 x 7½ inches is a nice size to make the finished book look attractive and sell well; the price will have a good deal to do with selling them, but a quarter a copy is not too much to charge.

Of course, if your press is smaller than this size don't let it stop you, but go right ahead and print it anyway. You can strike off a page at a time and when all the pages are finished sew or wire them together.

Next print an attractive cover on heavier and tinted paper and paste it on the book. You are now prepared to deliver your books and make your collections, and the way to do this is to interview every woman who has a recipe in the book and show it to her with *her name* printed over or under it. The result is that, if she is like the other 99 wise women, she must needs have a copy and that is all there is to it. Pay here, please.

You can increase your profits by getting advertisements from the trades people whom your

folks patronize and charge them at the rate of $2.00 for a full page, $1.25 for a half-page and 75 cents for a quarter-page ad.

Printing a Directory.—Another plan is to print a directory of your home town. To do this you must get the name of every person in it nearly, with his or her business and address.

Then solicit the store and shop keepers for their ads and you are ready to run off the first edition; this done, sew the pages together as described before and bind it neatly in a paper cover.

To sell the issue go to every man, woman and child whose name appears in it, point it out to them and a very considerable number will buy a copy for 10, 15 or 25 cents, if from no other motive than to see his or her name printed in cold type.

Printing a Boys' Paper.—You have seen how Ramon started his boys' magazine and many other boys have done the same thing and others to come will do it too.

There is a lot of pleasure, and a little money, in running a paper or a magazine, and being your own editor, advertising and sales man-

ager, type-setter, pressman and *printer's devil,* as a boy of all work around a print shop is called.

I know because when I was a boy, I set a few *stickfuls* [1] of type and ran off copies on a wooden press that I made myself. And many a boy who had a press has since become an editor, or a publisher—a writer of books doesn't count—who started his career in this delightful way.

You can run your own paper or magazine, get advertisements from the stores where your folks trade—this is perfectly good business practice—and sell your copies to the boys, girls and teachers of your school—that is, if you have a column of news notes about them. But don't try to get out more than one issue a month, unless you have a staff of writers and a force of printers to help you.

Should you be so fortunate as to live in a village where there is no newspaper published, you and your staff could start a weekly, and, if

[1] A *composing-stick* is a small metal tray which the compositor holds in his left hand and in which he sets the type that he takes from the *cases* with his right hand.

you follow in the footsteps of two young fellows that live in my home town, your paper will sell like hot-cakes, because everybody will want to see if the members of the *School Board* are running its business, or if it is the wives of the members who are running it for them. Such is life in a great city.

Where to Buy Printing Outfits.—For sizes and prices of presses, styles and prices of type for cards, circular, book and newspaper work, cuts for illustrating, type cases, paper cutters, wire binding machines and card and paper stock, write to the *Kelsey Press Company,* Meriden, Conn.

CHAPTER VI

THERE'S MONEY IN REFRESHMENTS

Selling Soft Drinks—Making the Lemon Aid You—Selling from a Bucket—Selling from a Stand—How to Make a Stand—Where to Sell Soft Drinks—How to Make Soft Drinks—To Make Cheap Lemonade—To Make Circus Lemonade—To Make Real Lemonade—To Make Root Beer—To Make Orange Juice—To Make Unfermented Grape Juice—Selling Hot Drinks—Making Hot Drinks—How to Make Cheap Coffee—To Make Good Coffee—To Make Hot Chocolate—To Make Hot Bouillon—To Make Tomato Bouillon—To Make an Oyster Cocktail—Selling Things to Eat—Your Old Standby, the Sandwich—How to Make Sandwiches—To Make a Club Sandwich—A Permanent Refreshment Booth.

THERE are two things that folks will spend their money for, no matter how tightfisted they are, and these are, (1) for something to drink and (2) for something to eat.

To provide cool drinks in summer and hot drinks in the late fall, in winter and in the

early spring, takes very little capital to start with, needs no canvassing, requires small ability as a salesman, is not very hard work and is a quick money maker.

There are, however, certain hard and fast rules, or *cardinal principles,* as they are called, that make for success in supplying the demands of the inner boy, girl, man or woman, and you will have to look after them with particular attention and consider each little detail with due care or you will surely lose out.

These cardinal principles are, (a) to sell pure drinks and food; (b) to give a fair quantity for the money; (c) to have everything spotlessly clean that you sell, in fact, you must outspot spotless town; and (d) keep pegging away.

Of course, it is cheaper to make a concoction by using citric acid instead of lemons, and by serving stingy little doses of the stuff; and, further, you can prepare your product in a slovenly manner and sell it whenever the spirit strikes you.

But this kind of a hit-and-miss way of doing, or trying to do, business is the surest road you can take to make a fizzle of it. To succeed you

have simply got to be on the job day after day and usually at the same place because, where people get to know you, if you deal fairly, have a genial disposition, and are at your post when they expect you to be, they will *eventually* buy of you.

Now what I have just said applies particularly to the *refreshment business.* For instance, let's suppose you intend to sell lemonade on the ballground every Saturday afternoon when your home team plays *The Great Unknowns.* You sally forth with a bucket of *Citrus Limonum* solution and a couple of bright new tin dippers and you transact some small business.

The next Saturday afternoon you go fishing, or to the movies, and so you let the start that you have made go by the board, and you go on hitting and missing like an automobile powered with a single cylinder engine going up a hill; and, too, like a *one-lunger* auto, you are far more apt to bump the bottom than you are to reach the top. But if you are there *every* Saturday with a large, pure, ice-cold drink, and you are dressed in a cool, white duck suit, these,

together with a cheerful *physog*[1] and a lusty voice, the crowd will be bound to look for you, and the selling end is then easy.

Selling Soft Drinks.—By soft drinks are meant those drinks that haven't any alcohol in them, such as lemonade, root beer, soda water, unfermented grape juice, orange juice, etc.

You may never have thought of it, but there are two ways to sell soft drinks, and these are, (1) to carry a bucket of the stuff around with you among a crowd and cry *lemonade,* or whatever it is you have to unload, *only 5 cents a glass,* or whatever your asking price for it is, and (2) to set up a stand on a busy thoroughfare, or wherever a large number of people are bound to pass by or congregate.

Making the Lemon Aid You.—*Selling From a Bucket.*—Should lemonade be the soft drink which you decide to sell—and you think well of carrying it around in a bucket, either because you need no privilege or you can get a privilege with less trouble and at no expense, or because you believe you can sell more of it by moving

[1] A college abbreviation for *physiognomy* which means the expression on your face.

about, buy a brand-new wooden bucket and a couple of small tin dippers. Paper nesting cups[1] are far more sanitary and will attract customers, for many will buy who would never drink out of a public cup; but paper cups are more bothersome to handle.

A white duck suit adds mightily to the attractiveness of your selling scheme, and don't be afraid to let everybody around you know that you have the only, real, genuine, simon-pure lemonade, made from tropical lemons, spring water and cane sugar. A mighty good selling proposition is to yell, *all you can drink for five cents;* you can't lose by making this generous offer for you will seldom indeed, find any one who can drink more than one glass, however good it may be and however thirsty he is.

Selling from a Stand.—Nearly every child has at some time in its little life rigged up a stand on the edge of the sidewalk in front of its home and sold "lemonade made in the shade by an old maid."

[1] Cups of this kind can be bought of the Lily Cup Co., 120 Broadway, N. Y.

If you played you sold lemonade as a little boy you can really do now that you are a grown-up boy, by setting up a stand, or a booth, where there are people gathered together on a street, or by a road, where the crowds pass, and sell them cold drinks which will cut the froth from their parched throats on a hot summer's day, or a hot drink which will melt the icicles from the *esophagus,* or gullet, as it is more commonly called, of each and every one of them during the winter.

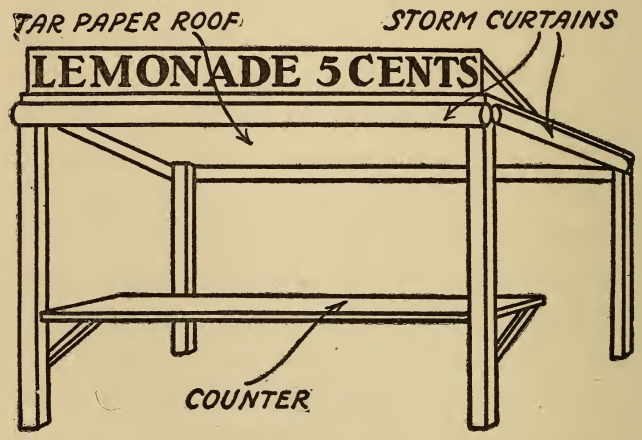
How to Make a Stand.—You can easily make a first-rate stand, which will serve your purpose very well, with a saw and a hammer.

Get a couple of smooth, 1-inch thick, pine boards, 9 or 12 inches wide and some strips 1 inch thick and 3 inches wide. Make a stand of them 3 feet or 3 feet 6 inches high, 1½ or 2 feet wide, and 3 to 5 feet long. Cover the top with white oilcloth and tack it under the edges of the boards. The legs must be well braced, as shown in the cut on this page.

Unless the stand is in the shade of an old apple-tree, or something equally as effective, rig up an awning over it, as is also shown in pic-

ture, and put up a sign that reads LEMONADE, 5 CENTS.

Have a dozen glass tumblers and an extra bucket or two of clean water to wash the glasses



A REFRESHMENT BOOTH THAT CAN BE PUT UP CHEAP.

in, and rinse each one thoroughly in one, or, better, two waters before serving it to the next customer.

Where to Sell Soft Drinks.—Soft drinks can be sold wherever there is a crowd; if the folks are moving about, as at a picnic, you can stay in one place, but if they are seated, as at a ball game, then you will have to move about.

Sell soft drinks at tennis courts, baseball games, patriotic and political meetings, during parades, when the circus comes to town, at picnics and on the fair grounds, though at the latter place you will have to pay for the privilege.

How to Make Soft Drinks.—*To Make Cheap Lemonade.*—Dissolve a couple of pounds of sugar in a quart of hot water, stir in one-half an ounce of tartaric acid, and then add 30 drops of lemon essence.

Allow this solution to cool, pour it in a bucket of clean water and stir well and often. Cut a couple of lemons in it to give it the verisimilitude of fact, and you can make money on it at 2 cents per glass, or get rich quick selling it at 5 cents the glass.

To Make Circus Lemonade.—This is the famous pink lemonade that is only found where clowns, equestriennes and elephants abound, and that is under the great white tents. Two glasses of it are guaranteed to give the drinker an elegant case of dyspepsia that will cost him two dollars in doctor bills to get rid of.

Add to the concoction described above under the caption of *cheap lemonade,* enough *tincture*

of cudbear—you can buy it for 15 cents an ounce at any drug store—to give it that beautiful pale red colour which so stimulates in the observer the sensation calling for immediate relief by drinking great draughts of the fluid, and the subsequent parting of himself from a nickel. And so this, then, is circus lemonade.

To Make Real Lemonade.—Squeeze the juice of 8 lemons into a gallon of water and then cut up the rinds and put them in. Sweeten with two pounds of sugar, more or less according to taste, and stir the lemonade well until the sugar is all dissolved. Drop in a chunk of ice and you will have lemonade that is lemonade.

To Make Root Beer.—Put 5 gallons of water in a clean galvanised iron bucket and let it boil hard. When it is boiling add 1½ gallons of molasses and stir until it is completely dissolved.

After it has cooled for 3 hours, add a handful of each of the following ingredients: sassafras root, wintergreen bark and, finally, stir in ½ a cup of yeast. To this concoction add 8 or 10 gallons of water and let it stand for a day, when you can sell it to the thirsty.

To Make Orange Juice.—Squeeze the juice from 4 oranges and boil the rinds in a pint of water for 30 minutes; add ¼ pound of sugar to the juice and pour it into the water the rinds were boiled in. This done, add a quart of water to the mixture, let it cool and ice it, and you will have made a very pleasing drink indeed.

To Make Unfermented Grape Juice.—To make a fine, rich-coloured grape juice you should use only good ripe grapes with a deep colour.

Put the grapes into a clean bag and twist one end of the bag one way and the other end the opposite way. Heat the juice until it steams, but do not let it boil. Add water and sugar until the juice has the right body, colour and taste, when you are ready to bottle it.

Have your bottles all ready, and these ought to be of the regular soda water variety, and should be fitted with new corks. Pour the juice into the bottles while it is yet warm and fill to within an inch of the tops. Set them in a pot of water and heat it until it just begins to steam; when this temperature is reached, take them out quickly and cork them good and tight.

Now run melted paraffin around the corks, and you are ready to run around yourself and sell them.

Selling Hot Drinks.—When the booming heat of summer is at an end and straw hats, seersucker coats and iced drinks are things of the dead past, you will feel that your job as a life-saver is gone and your career as a money maker is ended.

But not so, for you still have a noble duty to perform if you do but know it. True you will have to do some hard thinking to find where men and women do congregate in cool weather, and this is not always easy, but it has been done and can be done again. Scan the horizon with your eagle eye and see if you can glimpse an athletic meet, a foot-ball game or a shooting club and, if you do, you are safe on third.

Then there are lots of indoor meetings held by church organizations, lectures given and society gatherings where you can get the privilege of serving hot drinks.

Making Hot Drinks.—The favourite hot drinks are coffee, chocolate and *bouillon*. It is

not a good plan to try to carry these beverages around, though it is possible to do it.

Where you have a stand, or a booth, it is a simple matter to keep these drinks hot by using a gas stove or a one or two burner blue flame oil stove.

How to Make Cheap Coffee.—A cheap grade of coffee can be bought at prices ranging anywhere from 11 to 20 cents a pound, and it isn't so bad if it is made good.

Use a tablespoonful of coffee to the cup and mix it with a little water; when the water in the coffee pot begins to boil stir in the moistened coffee and let it boil gently for 10 or 12 minutes to get the full strength out of it.

Whatever priced coffee you use have it medium ground and never put fresh coffee in on old grounds; scald the coffee pot out between makings and, if possible, use two pots and let one set in the open air and sun it while you are using the other. Instead of using cream use hot milk and fill the cup one-third full of it and then fill the cup up with coffee and serve.

How to Make Good Coffee.—Use a 25 to 35

cent grade of coffee, have it ground medium and use a tablespoonful to cup as before.

Now to every pound of coffee you use mix it with an egg, using the yolks and white, with the addition of a little cold water.

How to Make Hot Chocolate.—Hot chocolate is a great drink to sell in the winter. It can be made from various preparations which you can buy ready to use, but where you are striving to work up a trade it is better to use genuine chocolate and charge 10 cents a cup for it.

Buy a pound bar of some well known brand of unsweetened chocolate such as Peters, Runkels, Hersheys, etc. Shave the bar down and make it into a smooth paste with hot milk or water. Boil a quart of milk and stir the chocolate paste into it until it is of the consistency of cream, and serve in cups that are not too large.

As a finishing touch put a teaspoonful of whipped cream on top of each cup. The hot chocolate that is served in drug stores and at soda water fountains is usually made with water instead of milk, and the whipped white of an egg is used instead of whipped cream. This

makes an inferior cup of chocolate but the profits are larger.

How to Make Hot Bouillon.—The easiest way, and it will be about as cheap in the end, to make good bouillon is to buy a recognised brand of *extract of beef* at the grocery.

Hot beef bouillon can be quickly made by stirring one or two teaspoonfuls of beef extract in a cup of water just as it comes to a boil. Let the customer salt it to suit his taste with common table salt, or celery salt, or you can season it for him by adding a little Worcestershire sauce, or a few drops of lemon sauce; and some folks like it seasoned with essence of mushrooms and with truffles.

How to Make Tomato Bouillon.—Tomato bouillon extract is a concentrated and seasoned concoction of ripe tomatoes, spices, herbs and meat. To make tomato bouillon use 2 teaspoonfuls of tomato bouillon extract in 1 pint of boiling water, or hot milk, and salt and pepper to season.

How to Make an Oyster Cocktail.—Take 1 tablespoonful of lemon juice with half a cup of tomato bouillon; season with salt, pepper and

tabasco; add 1 pint of small oysters, chill thoroughly, and serve in a regular cocktail glass for 15 cents.

Selling Things to Eat.—Besides serving cold drinks in summer and hot beverages in winter, there is another very important branch of the refreshment business and one that you can carry on, especially if your mother or sister will help you; it is selling good things to eat.

You won't have to create a demand for this branch of the catering business, for eating is an art that has been known, practised and hugely enjoyed ever since Adam was a boy. While all this is true, still a sale is helped along if the tid-bit you offer a wistful looker-on has an appetising appearance, and a further inducement to buy another is held out if the first one has the proper goody-goody taste.

Your Old Standby, The Sandwich.—Everybody knows what a sandwich is, but I doubt if one out of a thousand knows why a sandwich is called a sandwich.

Wherefore, it gives me great pleasure to say that it was named after the Fourth Earl of Sandwich, who used to have a couple of thin

slices of bread with some savoury food between them, brought to him so that while he was playing at cards he could go on without being interrupted.

Sandwiches can be sold by themselves in the good old summertime, or right along with an iced drink, thereby producing a meal for a hungry man for the small sum of 10 cents and also making him thirsty again. Moreover, they are just as good, or a little more so, with coffee in the colder seasons.

How to Make Sandwiches.—The favourite kinds of sandwiches are egg, ham, cheese, dried beef, roast beef and chicken. Cut the bread into slices about ¼ of an inch thick, butter economically, and shave off the meat with a Gillette safety razor, or a sharp butcher knife will do if you don't cut the slices too thick.

Cut the crusts from the edges of the bread of each sandwich, wrap it in a sheet of *paraffin* paper—you can buy it at a drug store—and snap a rubber band around it to hold it in place. This keeps out the dust and makes it look clean and tasty, and you can bet it is just as clean and tasty as it looks, too.

How to Make Club Sandwiches.—A club sandwich is a very clever conglomeration of odds and ends in which vegetables chiefly *predominate,* and you can get 10 or 15 cents for it because it is so very *swagger,* don't you know, old thing.

Cut the bread and butter as before, put a lettuce leaf on each slice; chop up a tomato and a cucumber and put a layer of the mixture on the lettuce; lay a thin slice of broiled ham in between the vegetables and you will have what is technically called a club sandwich.

A Permanent Refreshment Booth.—After you have sold refreshments for a year or two in your leisure time and have learned how to buy your food supplies, how to make and cook good things to eat and, above all, how to sell your products at a good profit, you can open up a permanent refreshment booth during your summer vacation.

Try to get a stand as near the railroad station in your town as you can. You will need an ice box, a gas or an oil stove and a showcase, if you can get one cheap. You can add sweet and buttermilk to your list of cold drinks.

Keep hot tea and coffee, pies and cakes and anything else you think your customers may like.

Stools are not necessary, but rather let your patrons stand up to eat, for then there is no hankering on their part to buy a 10 cent order and rest $4.00 worth. By running a refreshment booth of this kind you will get a real managing experience which will help you to swing larger propositions when you grow into manhood.

CHAPTER VII

RAISING SMALL LIVE STOCK

Raising Poultry and Rabbits—Putting Up a Poultry House—It Pays to Buy Your Chickens—How to Feed Chickens—About Breeding Chickens—Hatching with an Incubator—How to Sell Eggs and Chickens—On Selling Eggs—On Selling Chickens—About Raising Squabs—Buying Pigeons for Breeding—How to Feed Your Pigeons—When to Sell Squabs—Raising Rabbits for Gain—Buying Bucks and Does—A Rabbit Hutch and Warren—What to Feed the Rabbits—How to Sell Your Rabbits—Raising and Selling Guinea Pigs.

Boys who live in the larger cities, as well as those in the suburban towns and country, have been paying a lot of attention the past few years to raising small live stock for the money there is in it.

By *small live stock* I mean chickens, pullets, pigeons, squabs and rabbits and, as a real business, I know of no surer, more profitable and pleasant one; further, it takes little capital to

start it with, small room to carry it on, not much time to look after it and, finally, the expense of selling your products is low.

While, of course, the country is the ideal place to carry on an industry of this kind, the cities have their especial advantages in that, what they lack in room is more than balanced by a ready market right at your door. This feature is not to be sneezed at for the success of a business depends very largely upon it, as well as upon your ability to sell your product at a fair price.

Live stock of all kinds that is intended for eating brings higher prices alive than when it is killed and, besides, crating and shipping costs money; hence it behooves the grower to be near his market and the nearer the better.

Raising Poultry and Rabbits.—For the above very good reason if you live in a fair sized town, or a large city, don't let it keep you from going into the live stock business, though if you live in an apartment house half way between the boiler room and the roof garden why then, if I were you, I'd try something else. But wherever you have a lot, however small it may

be, if you can get the stock to start with and have the pluck to back it up, you can't help but win out in the end.

The first thing to do to make a start is to pick out your plot of ground, and what I am about to say applies to both poultry raising and rabbit farming. It is easy to find a suitable spot for your venture in the country, but some are better than others, and so try to get one with the following good points:

First, choose a grassy plot and one on which there is clover if possible; second, it should have a shade tree or two to protect it from the hot summer sun; and, third, if such a thing can be have it supplied with running water either from a brook or by means of a hydrant. These conditions are not absolutely necessary, but they will aid greatly in the production of good, strong and clean live stock.

The size of the plot will depend largely upon the size of your stock, but in the beginning you will do better by starting in a small way, and then gradually increasing your grounds and stock as your experience, shown by your profits, spells success.

To make a success of stock raising, though, takes experience just as nearly everything else does, and if you haven't had any experience in this line don't expect to make a mint of money out of it the first season. But you have a right to expect to make a success of it the following seasons.

I have not written this chapter as a stock raiser's guide, but as a helpful outline for you to go by as a money making proposition; so if you are new at the business the following hints will be of service to you.

Putting Up a Poultry House.—After having gotten your ground the next thing to do is put up your poultry house, for I am going to tell you about the poultry and egg business first. The house may seem a small matter but it has a great deal to do with making a success of poultry raising.

In selecting a site to build it on, look around for a southern slope of dry sandy soil which is well drained. The size of the house will depend very much on the dimensions of your pocket-book and on the number of chickens in your flock.

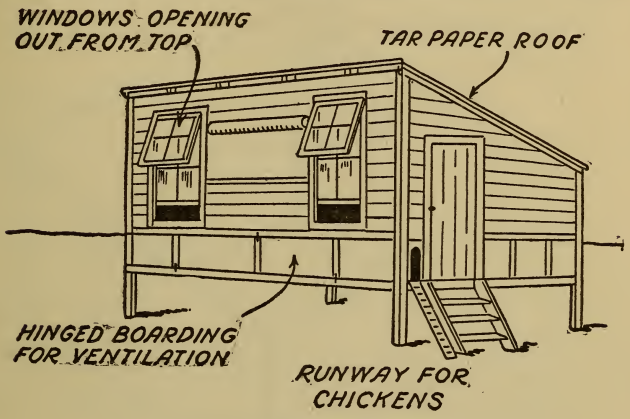
Each chicken should have at least 4 square feet of floor space to get the best results and, knowing this, you can easily figure out the size of the floor space you will need and the amount of lumber it will take. For the floor, roof beams and joists you should use 2 x 4 timbers; the lumber best suited for the walls, roof and floor is 6 inch *tongue and groove* planks 7/8 or 1 inch thick.

The house should face south and it should be built up on brick or stone piers so that the floor is made 2 feet above the ground; the floor should be made double thick with one set of boards running one way and another set the other way and tar paper should be laid between them. This construction makes a damp-proof floor and keeps your chickens from catching colds and getting diseases and in the long run it will pay for itself many times over.

The roof is made of tongue and grooved boards nailed across the 2 x 4's; it should then be covered with two thicknesses of tar paper and painted with a good roof paint. Make a sliding door if you can or else have the door open inward; make the windows like the one

shown in the cut, which also shows the completed house. A window of this kind gives perfect ventilation and lighting.

The lower six boards on the rear side wall of the house should be made into a long hinged

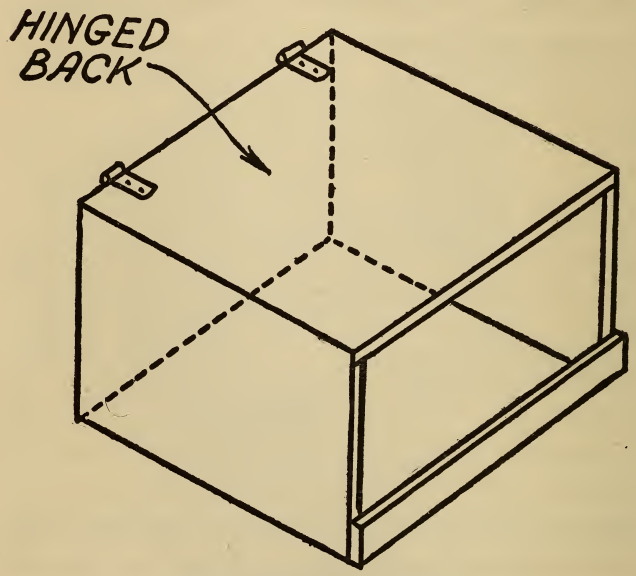


A GOOD POULTRY HOUSE.

door so that during the summer both the front and back can be opened up and give even better ventilation. The piers on the north and west sides of the house should be boarded up and this forms a cool resting place under the house for the chickens during the long hot summer days.

Whitewash both the in and outside of the

house and then you are ready to build the roosts; these ought to go clear across the back of the house and be not more than 3 feet from the ground—a little less is better. Thin mov-



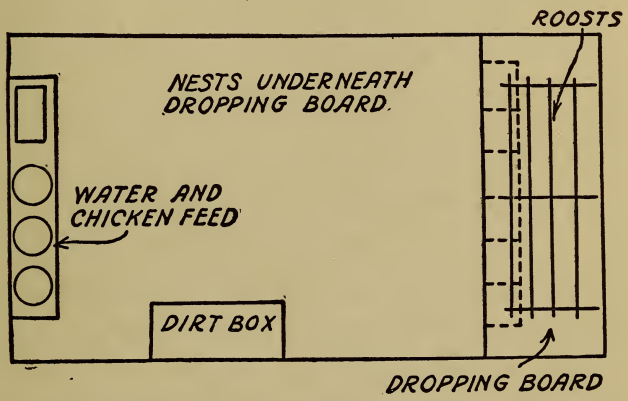
HOW A NEST BOX IS MADE.

able dropping boards should be placed under the roosts.

The nests, see cut above, are about 2 feet square and 1½ feet deep; set them where they will be out of the way and where it is dark. It

is a good plan to have a little hinged door in the back of the nesting box so that you can reach in easily and get the eggs. One nest for every four hens is about right.

The inside arrangement of a model chicken house is shown below. The dropping boards



INTERIOR ARRANGEMENT OF POULTRY HOUSE. TOP VIEW.

under the roosts must be made light and easily movable, and covered with about ¼ inch of sand or sifted ashes with which some *calcium chloride* has been mixed. After you get your chickens make it a point to clean the house twice every week during the summer months and once every week during the winter months.

It Pays to Buy Good Chickens.—You are ready now to buy your stock and it will pay you better to buy a couple of good thoroughbred roosters and half a dozen hens of equally good pedigree, than to get a dozen or two of scrub-cross-breeds.

The reason that an otherwise promising chicken ranch often goes to the wall is because it is either stocked with poor birds in the beginning, or else bad blood is let into the flock later on. These things not only lessen the value of your hens but, worst of all, it seriously affects the production of the right quantity and quality of eggs as against the amount of money you have spent in the up-keep of the ranch.

How to Feed Chickens.—While there is considerable money to be made in selling chickens for eating, there is as much or more to be made out of the sale of the eggs, and the good part of it all is, that one does not in the least interfere with the other. But to be successful in either one, or both, you must take care of and feed your flock in the right way.

The diet for chickens is a part of the business that you must give the most careful atten-

tion to and you must study out the diets which give the best results. Most chicken raisers think that a diet of corn, grass and water is enough to keep a chicken in fine condition, but, while all chickens may look alike to a *pusson of colour* by the silvery light of the moon, their digestive organs are as different and finicky as those of human beings, and this is the reason why the above mentioned diet will agree with some chickens, while others fed on such a diet will be thin and poorly and will not lay enough eggs to pay for their keep.

The various foodstuffs that chickens eat are converted into the whites and yolks of eggs. Naturally some foods will furnish more of the necessary egg-making constituents than others and it is up to you to supply the right feeds; the latter are corn, wheat, oats, barley, alfalfa flour, chopped meat from which the blood has been pressed, linseed meal, charcoal and salt.

A diet that is formed of about half corn and wheat in the proportion of 3 of corn and 1 of wheat, the other half consisting in the main of equal parts of alfalfa flour and granulated meat

and a very little charcoal and salt, will generally give good results.

If you have had no experience in mixing feeds you will do far better to buy some well known brand [1] of tried and true chicken feed, which has the ingredients mixed in the proper manner and which will provide the needed materials to make the whites and yolks of eggs and to make the hen lay the largest number of eggs. These prepared feeds can be bought at any grain or feed store and are but very little more expensive than feeds which you prepare yourself.

About Breeding Chickens.—The late winter or early spring is the best time to breed chickens. When you are ready pick out only those hens and roosters which have shown themselves to be the most active, vigorous and healthy during the time they have been under your care; separate them from the rest of the flock and put them in a house by themselves.

Keep all of your paying hens and thoroughbred stock. Hens that fall way below the aver-

[1] Write to the Cyphers Incubator Co., 41 Barclay St., N. Y., and ask for a *Puring Book*.

age in egg production are the ones you want to sell.

But should you have a thoroughbred hen and she does not lay well, don't be in too great a hurry to sell her off but give her a fair chance and experiment with her diet; then if she fails to make good have no compunction in getting rid of her.

Hatching with an Incubator.—Don't try to hatch eggs with an *incubator*[1] until you have had at least a year's experience raising chickens. Nobody but a hen with chicken sense, or a person with hen experience, can hatch and bring up a brood of chickens. When you use an incubator to hatch eggs select only the cleanest, finest coloured eggs and you will not have a lot of sickly cross-breed chickens on your hands.

How to Sell Eggs and Chickens.—To tell you more about the chicken raising industry would be to write a book on the subject, so I will tell you now something of the selling end of the business which is just as important.

[1] An incubator is an apparatus that is kept at a uniform temperature by means of a flame or an electric current and which hatches eggs artificially.

On Selling Eggs.—The egg end of the business is the one that you should work the hardest, for it pays the best in the long run. In the first place, you ought to make a house to house canvass in your neighbourhood with a few dozen of your choicest eggs and sell them, and try at the same time to get orders for future deliveries, preferably twice a week, but once a week anyway.

Explain that the eggs you sell are fresher and better in every way—in virtue of the thoroughbred hens you have, the sanitary condition of your poultry ranch and the particular kind of feed you give—than ordinary eggs could possibly be. Your next chance is the hotels and boarding houses which are in your vicinity or within your transportation range.

For fine, fresh laid eggs you should always get as much as the grocer charges for his ancient, musty ones; but you will find it pretty hard to get a higher price for them than he does, though it can be and is done by many small egg growers.

A last chance to sell your product is to the grocermen and, if they will agree to take a

given large number once or twice a week, you can afford to make a special rock-bottom price.

On Selling Chickens.—Try to sell such chickens as you want to dispose of to the housewives, then to boarding houses and hotels, and finally to the local butchers.

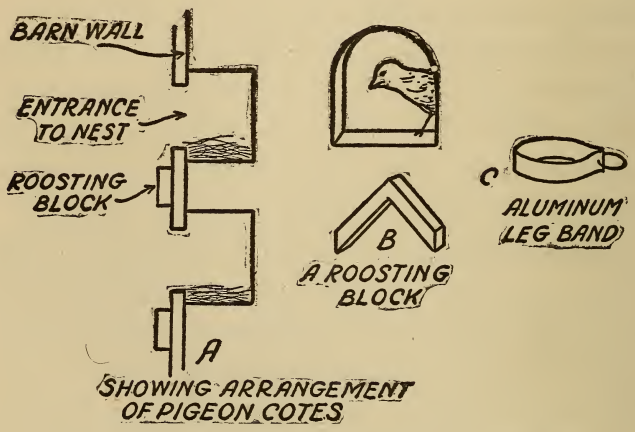
Thoroughbred chickens which are not extra good layers can be sold to other chicken raisers at a higher price than you can get for them as eating fowls. Like any other business, the main thing is to keep on the go and drum up trade.

As chickens sell for but very little more than beef and lamb nowadays you should have not the slightest trouble in working up a good route. Should your route cover a lot of territory you can use a bicycle to good advantage, or a horse and buggy if you can get one. A motor-car will come later.

About Raising Squabs.—Raising pigeons for squabs is another interesting branch of the poultry business, and it will bring in nearly as much money as the chicken industry, provided you can sell them.

A barn is a good place to have the nests, and you should figure to have two nests for each

pigeon, since very often before one pair of squabs have matured the mother pigeon will lay a couple more eggs and set about to hatch them. A in cut below shows a cross-section of the loft wall and how the nests, of which two are



ACCOUTREMENTS FOR THE SQUAB RAISING BUSINESS.

placed side by side, are built and arranged, and it also shows the roosting block at B.

Should you set one nest over the other be sure to have the roosting blocks which are shown at B directly over the other, as this will prevent the feathers of the pigeons from getting soiled. Have plenty of straw and grass strewn

around, for a pigeon likes to build its own nest and can do so far better than you can.

You can have your pigeon *côte* in the city or on the roof of the house you live in. Very often you can get permission to do this from the superintendent, or the janitor by giving him a small monthly consideration.

Buying Pigeons for Breeding.—When you select pigeons for breeding purposes it is best to start with a flock of about ten, that is, 5 males and 5 females, and buy these from a reliable dealer who will guarantee the females to be good layers and that they are not less than 2 nor more than 5 years old.

See that the skins of the pigeons are white or a healthy pink, but never blue or brown. You should mark your breeding pigeons so that you will know them again; this can be done by buying or making some small aluminum leg-bands like the one shown at C on page 124. You can stamp with steel letters and figures,[1] or scratch with a sharp steel point the date you bought the pigeon, its age at that date, if it is

[1] Steel letters and figures can be bought of Hammacher, Schlemmer and Co., Fourth Avenue and 13th Street, New York City.

a male or a female, and later whether it has proven to be a good breeder.

You will often find that in order to keep the number of squabs up to standard it will be necessary to force mating. This can be done by keeping a male and a female pigeon in their nest for about eight days. Finally, do not let a pigeon hatch more than two eggs at a time.

How to Feed Your Pigeons.—Pigeons should be watered always before feeding when on the nest. The mother pigeon feeds the squabs and she needs the right kind of food at all times. A good diet is composed of wheat, Kaffir corn, silo, maze, millet, Canada peas, charcoal, salt and broken, or crushed, oyster shells; this kind of feed can be bought ready mixed.

When to Sell Squabs.—The squabs should never be killed or sold when under 3½ or over 4½ weeks old; and they should be killed in the morning when their crops are empty. Squabs are sold by the dozen and the price you will get for them depends on the number of pounds that they run to the dozen. Very small squabs usually run about 6 pounds to the dozen, while

extra large ones will run nearly, if not quite, 10 pounds.

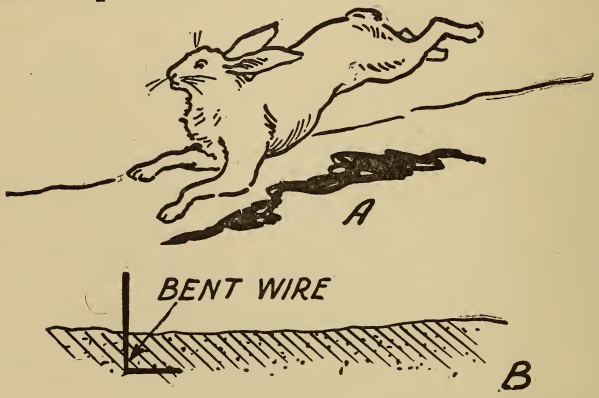
Further, when selling squabs the price you can get for them will depend on whether you sell to the wholesale trade or retail them off. Butchers and poultry dealers will usually give you regular orders for large quantities of squabs, but will pay you the lowest possible price, whereas private families and hotels will pay top notch prices for them.

On the other hand it is usually harder to sell to the latter class, though families that you know will often buy of you if your squabs are young and tender. When selling to the wholesale trade you can expect to get between $3 and $5 a dozen, the price depending on how many pounds run to the dozen.

When selling in small quantities to the retail trade you should get at least a third more, since you cut out the middleman and you get his profit to boot.

Raising Rabbits for Profit.—Making a business of raising rabbits is very much the same as raising chickens and it is conducted along the same general lines.

Belgian hares, especially at this time when the price of meat is so fearfully high, will prove very profitable and this will apply particularly to the Eastern parts of the country. As in the poultry business, it is not a good plan to start on too large a scale unless you have had previous experience.



SHOWING HOW TO SINK A WIRE IN GROUND TO KEEP RABBITS FROM BURROWING OUT.

Buying Bucks and Does.—Five female rabbits, or *does,* as they are called, which will raise about 25 rabbits per year each, and two males, or *bucks,* will be enough to start with, and you should get them from a reliable dealer and one that you know will not sell you inferior stock.

When buying animals of any kind for breeding purposes you will find that it always pays to get thoroughbred stock. Don't buy rabbits unless they are perfectly healthy and sound, and see to it that they have active dispositions.

A Rabbit Hutch and Warren.—You should provide a low house, or *hutch,* as it is called, for your rabbits; raise it about 1½ feet from the ground and fit it with a runway.

There should be at least 3½ or 4 square feet for every rabbit; have plenty of dry, clean hay or straw laying around and the rabbits will build their own nests.

A yard, or *warren* as it is sometimes called, for them to run in must be provided and plant it with red clover. Fence in the yard with wire netting and have the lower edge of it sunk into the ground about a foot and bend it over as shown in the cut on page 128.

It is a good plan to build two yards and connect them together; keep one or the other under cultivation all the time, planting it with clover and a few carrots; then when one of the yards is bare and run down you can open up the other one and this keeps your rabbits in a

good healthy condition. This is also a good scheme for a chicken farm.

What to Feed the Rabbits.—Rabbits like beans, oats, clover, carrots, apples and nearly everything in the garden truck line. Always have clean water for them and, on hot days, see that it is cool and that there is plenty of it.

GUINEA PIGS ARE GOOD SELLERS.

How to Sell Your Rabbits.—Selling rabbits is not as easy a proposition as selling poultry, but still there is enough in it to warrant your raising them.

The greatest demand is usually in the fall and winter when they fetch good prices. You will find a good market for them where there are colonies of Italians, Hungarians or Slavs, for they will not only buy them for food but for breeding as well. Ask the same price for rabbits that you sell for breeding as you had to pay for your original thoroughbred stock.

Rabbits which have pretty markings can be sold for high prices as pets for children. Take a rabbit around to a home where there are children and you will generally make a sale.

Raising and Selling Guinea Pigs.—This little rodent is one that you can raise very easily. It is used chiefly for scientific research and experimental purposes and, as large numbers are consumed in this way, especially at the present time, the business ought to be profitable. It makes a cute little pet for the kiddies too and you ought to have no trouble in selling them.

You can buy thoroughbred breeding stock of the Covies Distributing Company, Kansas City, Mo., and they also offer to buy back all the pigs you raise at $1.00 or more per pair. They charge $1.00 for a male and $2.00 for a female guinea pig, and so if you can raise over three times as many pairs of pigs as you buy and sell back to them, you will break more than even, but you will have to do it in order not to lose out.

CHAPTER VIII

IN PARTNERSHIP WITH THE EARTH

Laying Out Your Garden Patch—About the Seeds You Plant—Table of Seeds—Things to Know About Planting Seeds—Making a Success of Your Garden—Caring for Your Garden—A Little About Vegetables—Good Old Beans—The Succulent Beet—The Popular Cabbage—The Prismatic Cucumber—Lettuce, a Favourite Salad—The Bulbous Onion—Peas to Please—Potatoes from the Old Sod—The Pungent Radish—The Pulpy Tomato—The Fleshy Turnip—How to Make a Hot Bed—Keeping Vegetables for the Winter Market—Field Storage—Cellar Storage—How to Prepare Your Garden Truck—Where to Sell Your Vegetables—Growing Other Things to Sell.

THESE are war times and prices for foodstuffs have never been so high since the days of the great conflict between the North and the South.

It follows then that anything you can raise to eat at the present time will not only be easy

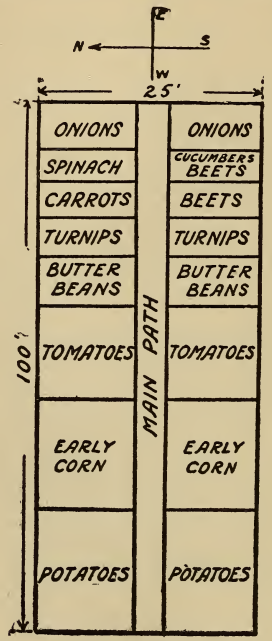
to sell, but it will be bound to make money for you as well.

Another good thing about going in partnership with the Earth and raising garden truck is that you can do it almost everywhere, if we except the largest cities and, even in the latter places, the city fathers have arranged to give the use of a small piece of ground to every boy who wants it.

It is in the ordinary sized city, though, where the business of raising vegetables brings the best returns and, if you haven't got a back yard that you can use, you won't have to look far to find a bit of ground that is growing a luxuriant crop of weeds. The next thing is to find the owner and get his or her permission to cultivate it and the chances are it will be yours for the asking; if not, and this is a better plan anyway, give a part of what you raise to the owner for the rest of it, for then you are asking no favours.

Laying Out Your Garden Patch.—The easiest and best way to make a garden on a paying scale after you have secured the lot is to have it ploughed.

You can, of course, spade it up, but, to have a garden large enough to make anything that looks like real money you ought to have a patch



A SMALL GARDEN AND WHAT YOU CAN RAISE IN IT.

that is at least 25 x 100 feet, and 50 x 200 feet is a better size. After it is ploughed the ground should be harrowed twice and the ploughman will do this for you at a very small additional

cost. If you spade the lot you will have to rake it until the ground is broken up and smoothed into shape.

After you have the ground ploughed and harrowed draw a plan of the size and shape you want the *beds,* as shown in the diagram on page 134, and mark out a main path 3 feet wide and the side paths between the beds about 20 inches wide. Next lay out the main path by stretching a pair of strings between stakes driven into the ground at the ends of the patch and have it run north and south, if possible; this done, mark off the beds and make the small walks running east and west. After you get the paths made use them and don't walk on the beds nor let any one else walk on them.

The beds must be *graded;* that is, they must be raked so that they slope a little from the middle to the sides. The paths should also be graded to allow the water to drain off easily. One more thing, your patch ought to by all means have a fence around it and this should be tight enough to keep out chickens and strong enough to keep out animals.

About the Seeds You Plant.—To make money

out of garden truck you should not buy *sets,* as the young plants which are ready for setting out are called, of such vegetables as cabbage, cauliflower, tomatoes, etc., but grow them from seed, for though it takes a much longer time, it is by far the cheaper way.

When you buy seeds get the very best, for the difference in cost between poor seeds and good is so slight, compared with the results you will obtain, that you can't afford to have any but those that are good, clean and fresh. Buy the seeds in bulk of a good, reliable seed house [1] and you will be on the safe side.

Table of Seeds.—The table on page 137 gives the names of some of the more common vegetables, the amount of seed needed for a 100-foot row, or for 100 hills, as the case may be, and the time the seeds take to grow into plants large enough to sell:

The time given in this table is for the early varieties.

The length of time it takes for plants to grow from the day you put the seeds in until the vegetables are large enough to sell, depends on

[1] The Macniff Horticultural Co., 52-56 Vesey St., N. Y. City.

Name of Vegetable.	Time from Planting to reach Maturity, —	Amount for 100-Foot Row or 100 Hills.
Beans, Lima	110 to 120 days	1 quart for a 100-foot row.
Beans, Pole	60 " 85 "	1 pint for 100 hills.
Beets	100 " 130 "	2 ounces for a 100-foot row.
Cabbage, Early	140 " 160 "	¼ ounce for a 100-foot row.
Carrots	110 " 120 "	1 ounce for a 100-foot row.
Cauliflower	140 " 175 "	½ ounce for a 100-foot row.
Celery	80 " 90 "	½ ounce to a 100-foot row.
Corn, Sweet, Early	85 " 95 "	½ pint for 100 hills.
Cucumbers	65 " 75 "	2 ounces for 100 hills.
Egg Plant	43 " 50 "	½ ounce for a 100-foot row.
Lettuce	40 " 65 "	¼ ounce for a 100-foot row.
Onion Sets		2½ quarts for a 100-foot row.
Peas	49 " 60 "	2 pints for a 100-foot row.
Potatoes, Sweet	80 " 95 "	200 plants for a 100-foot row.
Potatoes, Irish	85 " 100 "	½ bushel of sets for 300-foot row.
Radish	18 " 22 "	1 ounce to a 100-foot row.
Tomato	90 " 100 "	1 ounce will grow about 3000 plants or ½ an acre.
Turnip		

four things and these are: (1) the locality where your garden is; (2) the soil that forms it; (3) the care you give it, and (4) the temperature and rainfall it is subjected to.

Things to Know About Planting Seeds.— Wherever your garden and whatever the kind of soil, the seeds must be planted at the right depth to begin with or you might as well say good-bye to them.

The depth to which seeds must be planted has a lot to do with their *germination,* which is the high-toned word for sprouting; if you plant them too deeply, they may not grow at all, or at best, they will grow very slowly.

On the other hand, they must be put in deep enough so that they have just the right amount of heat, air and water to enable them to burst forth and take root. The right depth depends to a large extent on the kind of soil your garden is made of; thus in sandy soils the depth should be somewhat greater than in soils formed of loam.

When planting in the early spring don't put the seeds in very deep for the sun has not yet warmed up the earth very far down, but later on when it is beaming hot and the heat has sunk into the ground, set the seeds down a goodly way.

Whoever you buy your seeds of will tell you the exact depth to plant them for the locality you are in and the soil you are tilling.

Making a Success of Your Garden.—There is naturally a demand for all kinds of vegetables, but some sell better than others. Then again, you want to run your garden so that you will have something to sell right straight along throughout the summer.

This can be done by planting the seeds of another vegetable as soon as you have raised and

gathered a crop of something else. This will give you vegetables to sell all the time from early spring to late summer, and this means that you will make money out of it right along.

This scheme of raising a succession of crops on the same patch, or *intensive farming* as it is called, can be carried on so that you can have at least three crops every season if you live north of the Mason and Dixon line, and five crops if you live south of it.

But in Nature there is the *law of the conservation of energy* and another called the *law of compensation* and, when you raise more than one crop on the same patch in a season you have to pay for it first in work and then in *fertilizers.* That is to say, the *nitrogen compounds* and the *phosphates,* which are the important foods for plants that are in the soil, are rapidly used up by the growing crops and to re-supply them fertilizers must be used. These can be in the form of manure or in soluble nitrates and phosphates which you can buy already prepared.

Caring for Your Garden.—There is another little thing I haven't said much about, but which

you ought to know of if you intend to run a garden for profit, and that is taking care of it.

To take care of a garden means that you must weed it, that you must hoe it, that you must destroy the injurious insects which infest it, and that you must water it without ever once forgetting; in fact, you must work like a nailer to keep it in the pink of condition.

If you will do these things it will thrive as did the Garden of Eden before the apple disappeared; but if you are shiftless and would rather lie in a hammock and read *Treasure Island,* you had better give up your garden patch with visions of easy money, and become an impecunious writer and tell other folks how to do it. In a word, eternal watching and hard work is the price of a successful garden.

A Little About Vegetables.—*Good Old Beans.*—There are several kinds of beans and any one of them is easy to raise in sandy soil. One of the best selling varieties is the *snap-bean* and by planting them regularly a fortnight apart until August 15 you will have them to sell right along. The chief things needed to

raise a good crop of beans are to hoe them often and to weed them all the time.

The Succulent Beet.—These fleshy plants of the *goose-foot* family are of two kinds, namely, the *common root beet* and the *Swiss chard beet,* the tops of which are used for greens.

By sowing the latter kind in the early spring and taking good care of them, you will have a vegetable the housewife hankers for and this means quick money for you.

The Popular Cabbage.—There are many varieties of this popular vegetable and all of them are easy to raise if you will feed them enough nitrogen and phosphates, in the form of a fertiliser; otherwise the heads will be loose leafed and small.

To have early cabbages to sell you must plant the seed in a *hot-bed* about the 15th of February and then set them in your garden a month or so later. Late cabbages can be planted any time in June in a hotbed and set out when they are half a foot high or so.

By the time you are ready to transplant the late cabbages you can use the patch where you

have just gathered a crop of peas, potatoes or vegetables of other sorts.

The Prismatic Cucumber.—This well-liked vegetable is a hard-rinded berry—though you may not believe it—and it has been cultivated ever since the days of Moses—though you probably did not know this, or him either, or greatly care.

By all means raise a crop of cucumbers, for they can be grown in any kind of soil, need but little attention, and you will have large quantities of them to sell. Moreover, you can have them right along for at least three months, beginning in May, by planting a fresh lot of seeds in your patch every couple of weeks.

To have cucumbers to sell as early as possible, plant the seeds about the middle of February in a *hot-bed* and then set them out in your garden, being careful to leave the earth on the roots.

Lettuce, a Favourite Salad.—Lettuce is an ancient kitchen herb—though that which you sell must be very modern and fresh—that is much used for salad.

There are two kinds of lettuce and one of

these is called *cos-lettuce,* which has crisp, firm, upright leaves, and the other is *cabbage-lettuce,* whose leaves are round and form a head like a cabbage.

It is a good plan to start seedlings of lettuce indoors and then transplant them outdoors for in this way you can get an early start. Next to radishes lettuce will be your first crop, and when you buy seeds get the variety that matures the quickest. The housewives will be ready for it.

The Bulbous Onion.—This edible, underground, coated bulb of the lily family and strong breath, will grow in soil of any kind, but some kinds of onions grow in some soils better than others.

The onion is a good vegetable for early planting for by sowing seed in seed boxes early in February and then transplanting the seedlings about the first of May an early crop is assured. By cutting off the tops an inch above the ground a couple of times it will help their growth along considerably.

Peas to Please.—When the bluebird makes its first appearance it is time to sow *Alaska*

peas, and if you plant this variety, you will probably find that you will have peas to sell earlier than any one else.

A couple of weeks later you can plant *Prosperity* peas, a very much better variety in every way. Peas of all kinds are easy to grow and you can keep them going from early spring until nearly fall by sowing them every two weeks.

Potatoes from the Old Sod.—The potato plant belongs to the *nightshade* family, and before its tubers were used for food they were considered poisonous.

At present potatoes form our chief article of food and, although everybody is raising them, it is worth your while to follow suit; for even a small patch can be made to pay and an acre can be made to yield 200 bushels or more and so make a lot of money for you.

In planting potatoes, cut each one into several pieces and see to it that each piece has an *eye* in it, for the eye is the *bud.* You can get a very early crop of potatoes by putting the seed potatoes on a box or a shelf in a cellar, where the light and air will strike them, and let them

sprout for a couple of weeks; in planting them in the *drills* be careful not to break off any of the sprouts.

It is time to dig potatoes when the tops begin to wither and dry up. Dig them on a cloudy day and let them lay on the ground for a while before picking them up and putting them in bags, buckets or baskets.

The Pungent Radish.—This is a well-liked root that is eaten raw as a relish. No other vegetable is so easy to raise; it is the quickest to grow from seed, hence it will be your earliest crop; a large quantity can be grown on very little ground and, by sowing seed every ten days you can harvest them to sell for a long time.

Don't sow the seed too thickly and to get the earliest crop possible sow them in hot-beds in February; you can keep on sowing until the middle of July, or later, but after hot weather comes on plant them in a shady place or they will be tough and bitey.

The long, white variety called the *icicle radish* is very tender and mild, and, while not as attractive in appearance as the scarlet coloured

ones, its fine flavour makes it a winner when it comes to selling them.

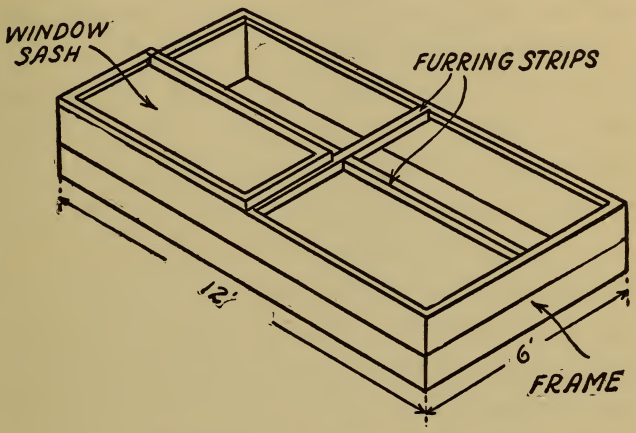
The Pulpy Tomato.—Before the tomato was eaten as a vegetable it was called the *love apple.* Like the potato, it is of the nightshade family, and it was not used for food in the United States until about 1830.

To get an early crop of tomatoes, sow the seed in a box indoors about the middle of February and give them lots of light and air. When a couple of leaves have been formed transplant them in small paper flower-pots, which you can make yourself; when they have outgrown these pots transplant them to larger pots and then when there is no longer any danger of frost set them outdoors.

The Fleshy Turnip.—This edible root belongs to the *mustard* family. The tender tops make good greens and the roots are, of course, used as a vegetable.

The turnip grows best in a moist, loamy soil, and it reaches maturity from seed in nearly as short a time as the radish. It does well in the spring or early autumn, but it is hard to grow it during the hot weeks of summer.

Nearly all turnip seeds that are planted grow and, as they are very small, it is difficult to sow few enough of them. The result is that the rows will have to be thinned out a couple of times while the plants are yet small. To be



AN EASILY MADE HOT-BED FRAME.

able to sow only a small quantity of seed in a row, mix them well with some fine sand and then put them in.

How to Make a Hot-Bed.—You can make a *hot-bed* at a small cost and with little effort by going about it as follows: From 12-inch boards, 1 inch thick and tongued and grooved, make

an oblong frame 6 feet wide and 12 feet long; have the joints tight and see to it that the frame is good and strong.

Now make, or buy, some hot-bed sashes, or window sashes will do just as well and old ones will serve in place of the new if you have them. Fix *furring* strips across the frame in both directions, as shown in the cut on page 147, for the sash to rest on and fit the sashes to them close so that they will be water tight; hinge the sashes on one side of the frame, in order to allow them to be raised for ventilation.

Next get half a wagon load of manure and spread it out on the ground where you intend to have your hot-bed; have it 2 feet deep, pretty well packed down and a little larger than the frame. Set the frame on top of the pile and cover over the top of the pile with about 8 inches of good rich soil. Then bank up the outside of the frame with dirt and manure, when the bed will be practically air-tight, provided the sashes are closed.

Don't plant your seed for two or three days, as the heat developed by the manure will be too intense. After a few days it will give out less

heat and then you can safely plant your seed. Have burlap covers to protect the hot-bed from the cold when the weather is below the freezing point and from the heat when the sun shines directly on it. Finally, never expose frozen plants to the sun.

Keeping Vegetables for the Winter Market.— If you are in the business of raising vegetables for money instead of for your health you can add to your savings by keeping some of them over until the cold weather sets in, when you can sell them at good prices.

There are two schemes you can use to keep both fruits and vegetables through the winter months, and these are by (1) *field storage,* and (2) *cellar storage.* In field storage, a hole, or a ditch, is dug below the frost line; a layer of straw, or dry sand, is put in the bottom of it, the vegetables are put on top of this, and it is covered with straw deep enough to keep them from freezing.

In cellar storage the vegetables are laid on sand, or straw, or put up in barrels with the heads on, in a dry, dark cellar, where they will not freeze. The great secret of keeping fruits

and vegetables by these methods is to sort them over carefully and pick out only those that are in first class condition.

If you let even one bad one get in with the others it will rot them and it will not be long before you will lose them all, and your hard work will have been in vain.

How to Prepare Your Garden Truck.—Before telling you how and where to sell your garden truck, I want to tell you how to fix it up. After gathering the vegetables of whatever kind, remove all decaying and discoloured leaves, wash the dirt from them in clear, cold water and wipe them clean with a soft cloth.

If you have vegetables like radishes, carrots, turnips or potatoes, or fruits like apples, pears, etc., after wiping them dry rub them with a little olive oil and polish them with a soft cloth. This treatment gives them an extra fine appearance, which makes them easier to sell and fetch better prices. You can go further and wrap each piece of fruit up in tissue paper for this gives them a very 'sclusive look.

Another good plan is to sort out the fruits and vegetables you intend to offer for sale into

lots of uniform size. Where you have, say, a few small radishes mixed in a bunch with a couple of large ones the contrast in size is altogether too marked and the buyer wishes the instant she sees them that they were all large ones and so is dissatisfied, and this makes it harder to sell them to her.

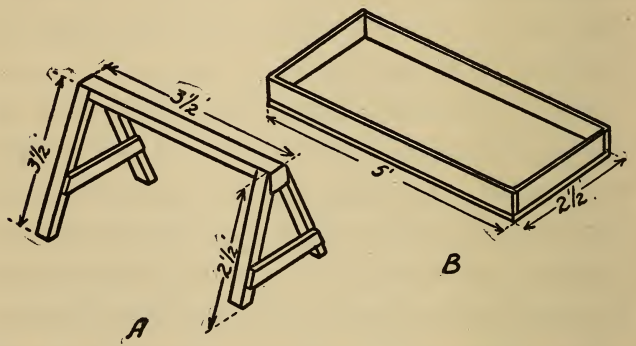
Where to Sell Your Vegetables.—Get a couple of market baskets and line them with clean white paper and arrange your produce in them to look as nice as you can; then set out in the morning and make a house-to-house canvass in your neighbourhood, or farther away if needs be.

On your first visit explain to the housewives that you will make a round every morning, or every other morning, with a supply of nice, fresh, crisp vegetables right out of your own garden, and then *don't forget to be there* as you promised.

The reason men succeed in selling foodstuffs where boys often fail is because the men stick to their routes and housewives get so that they know they can be depended on, whereas most

boys soon get tired of making the rounds and are unreliable.

Don't be a *quitter,* but get the habit of hanging on until things come your way. About the only difference between the fellow who fails and



HOW THE HORSES AND TRAYS FOR A VEGETABLE STAND ARE MADE.

one who makes a success is, that one gives up and the other sticks to it. You will be surprised how much business you will do if you are always Johnny-on-the-spot every morning.

When you are working up a route solicit the boarding-houses and the hotels, as well as private families, and take orders for the next day. You also stand a good chance of selling your garden truck to the butchers and grocers; but,

as they simply act as middlemen, you will have to sell the stuff way below the price you can get for it by disposing of it direct to the consumer.

A better scheme is to make a deal with the butcher or the grocer to put a vegetable stand outside of one of the windows of his shop, and give him a percentage on what you sell. To set up a stand make two *horses,* as shown at A on page 152, and have the front legs 2½ feet high, and the hind legs 3½ feet high.

Build up two trays of ½ or ¾ inch thick boards, and make each of them 2½ feet wide and as long as you want them; nail, or, better, screw a strip ½ an inch thick and 3 inches wide all around the edges of the trays, as shown at B. Set up the horses with the high ends next to the window and place the trays on top of them.

Cover the trays with fresh, clean, white paper every morning, arrange the vegetables systematically on the trays, either in bunches or put them in small baskets and make the stand just as attractive as you possibly can. Attend the stand every week-day morning till noon, except Saturday, and then stay by it as long as the

store or shop is open. If you will follow these instructions you'll make money.

Should you live in the country or in a town too small to sell the output of your garden, you can get the name of some *commission man* in the largest city you live near to, and you will have no trouble in making an arrangement with him to handle whatever you have to sell.

Growing Other Things to Sell.—If you are interested in growing *mushrooms, medicinal herbs,* or anything else, common or uncommon, write to the *Department of Agriculture,* Washington, D. C., and the Secretary will send you detailed information about what you want to know.

This is far better than writing to dealers who are interested chiefly in making money out of their business, and further, you can *bank* on the information you get as being correct and right up to the minute, and this will save you the time and trouble of guessing things out.

CHAPTER IX

FISHING, HUNTING AND TRAPPING

About Learning the Game—Fishing as a Money Maker—Where to Sell Your Catch—A Few Notes on Fishing—On Frogging and Crabbing—Hunting as a Money Maker—Taxidermy as a Business—Selling Your Works of Art—There Is Money in Furs—Organizing a Trapping Business—How to Carry Out a Trapping Campaign—To Increase Your Catch—Selling the By-Products of Your Catch—A Word About Skinning—How to Sell the Pelts for the Highest Price.

Of the many ways that a boy can make money the red-blooded, healthy, outdoor sports of fishing, hunting and trapping usually appeal the strongest.

Nor do you need to live very far out in the country to make money out of these pleasant and profit-sharing pursuits, for any one of them can be carried on in the semi-rural districts with success, though not on so large a scale.

Nearly all boys who live in places where there

are lakes in which to fish, or woods wherein to hunt, have had experience in both of these primitive arts as well as in trapping.

For this reason I do not intend to try to tell you here how to actually go about any of these things because it would take a book to explain all the hows, whys and wherefores of them; but what I am going to do is to show you how you can make the most money out of them, and to drop here and there a hint or a bit of advice which will be as good for you if you are an old hand at the game as if you are a beginner.

About Learning the Game.—But if you have never had any experience with fishing, hunting and trapping don't be discouraged, for in a month of actual work you will learn an amazing amount about it.

Moreover, there is always sure to be a sportsman in your neighbourhood who knows all of the little ins and outs, and who will only be too glad to tell whatever you want to know, if you only go about it the right way.

For instance, let's suppose you've been trapping for a certain wily mink but have failed to get him. If you will go to Silent Bill Tolli-

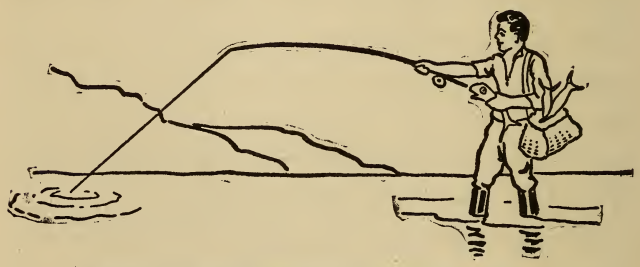
ver, who is well known for miles around as an old hunter and trapper, you can get the *info* if you go at it right.

Make friends with him first and then, instead of coming right out with it and asking him for his pet *set* for mink, tell him incidentally about the mink that you have tried every *set* and bait on that you know but they failed to catch him. This will warm Tolliver up to the subject and, more than likely, he will tell you how to get him for sure and, if you enthuse him enough, he may even go with you to your trap in order that the *set* may have his expert touch.

In this manner you can learn from old timers many things that are not written down in books. Experience, however, is your best teacher, though it is dear at times, but you must learn to take the bitter with the sweet.

So if you live near a lake, or some woods, get busy with your pole and line, or your gun, or traps; go out and try your luck and you will at least get this thing that folks call experience. Although you may not make a mint of money out of the business the first year, as each year goes by you will do better and better.

Fishing as a Money Maker.—Fishing is about as easy a way to make money as I know of, and this is doubly true if you are a born fisherman, and nearly every boy is. The place that most fishermen fall down after they make their catch is in finding a market for it, and this is where I think I can help you.



FISHING SPELLS SPORT AND MONEY MAKING.

Where to Sell Your Catch.—In the first place many lakes are dotted with hotels, boarding-houses, summer bungalows and the cottages of the resident villagers.

As a rule the hotels are supplied by regular fish dealers who, by reason of their large catches, can usually afford to undersell the small fisherman and, what is of greater importance, is that they can be depended upon to

make regular deliveries. But the odds are that the fish you have to sell will be fresher than those of the regular dealer and this gives you a chance anyway.

After you have once sold to a hotel find out on what days they want fish and then see to it you are on hand with them at the same time on such days. You will find it much easier to sell to boarding-houses than to hotels, for the business is not conducted along clockwork lines.

In these days of war and the high cost of living when you go to the proprietor with your basket of nice, fresh, firm fish, which you are willing to sell at a small profit to yourself, he will be, most likely, only too glad to buy. But if for any reason you should fail to make a sale to the proprietor, go over on the lawn, or on the veranda, and try your luck with the boarders; because they grow weary of the seven-day, salt-horse *menu*. Fresh fish will prove a delightful change and they are almost sure to do a little marketing on their own account.

City folks who occupy summer cottages are likely customers, for, while they are usually enthusiastic fishermen, they seldom catch any-

thing but colds. The home villagers are not as apt to take as keen an interest in fresh fish because there is often one or more competent fisher in the family.

A Few Notes on Fishing.—And, speaking about being good fishers, I have had occasion to observe that very often a boy with a can of worms—not too large—a pole and a line with a cork bob and a medium size hook, can haul in more fish in an hour than the average high falutin sportsman with his $100 outfit and a guide to row his boat, can catch in a day.

And, by the by, a good way to get plenty of worms and keep them ready for use, is to go out after a heavy rain when you can pick up all you want of them. Put them in a bucket half-full of dirt and cover them with a heavy piece of green sod; wet down the sod once in a while and then when you want to go fishing instead of having to dig in hard, dry and unproductive ground, you can dig up as many as you want from your worm mine.

On Frogging and Crabbing.—There are a couple of other lines that you can pull on to

good purpose and these are: (a) crab fishing, and (b) frog fishing.

Should you live near a large river wherein the little crustaceans thrive, get a ball of stout cord, a pound of dog-meat—that is, the kind you

CRABBING IS GREAT FUN TOO (SOMETIMES FOR THE CRAB).

buy for your dog—and a net with a fairly long handle.

Then either perch yourself on the end of a dock, or take your boat and anchor it in about 15 feet of water; tie a piece of meat to the end of your line and about a foot above the meat tie a stone heavy enough to sink the line; then let the line down until it reaches the bottom.

By pulling up the line every 10 or 15 minutes for a little way you can tell by the *feel* whether

a crab is on the end or not; if not, let the line go again, but if there is keep on pulling it up gently until you have the crab within a foot of the surface, when you can make a sudden swoop under him with your net and you will have him. To make money crabbing you must set from 15 to 50 lines at a time.

Traps made of wire which are baited with meat and which automatically catch the wily crab when drawn up, can be bought from any sporting goods dealer and with these you can get much better results than with the old line method.

You can sell crabs in much the same way as fish and, in selling either the one or the other, just bear in mind that Friday is the great fish day and that Thursday afternoon is when you will make your biggest sales. Crabs should fetch about 30 cents a dozen.

Frogs also bring in money in some localities. They should be caught by means of a strong bull's-eye lantern, or an electric flash light which you hold, while rowing around at night, so that the light blinds them and then it is easy to scoop them in your net.

You may find it a rather hard proposition to sell them to any but the largest hotels. The chief source of revenue from frogs is to sell them to sport fishermen for bait, or to places that let boats out to fishermen, and you ought to get a nickel a piece for them.

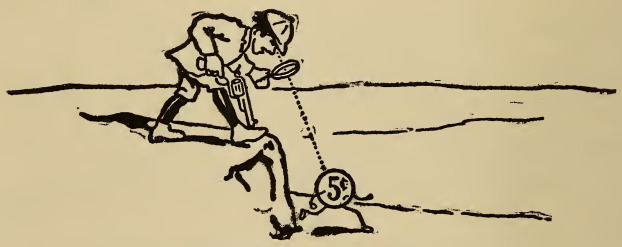
HUNTING FOR GAME IS HUNTING FOR GAIN.

Hunting as a Money Maker.—Hunting is not as apt to produce profitable returns as fishing because (1) it takes more skill, (2) it costs more, and (3) the game laws only permit you to hunt during certain seasons of the year.

Before you make any attempt to hunt, trap or fish, write to the Secretary of your State for

a copy of the game laws and he will send it to you free of charge. Should you be fairly expert with a shotgun you can always find a market for rabbit, squirrel, quail, partridge and wild duck.

Of course, you mustn't expect to sell a brace of ducks, or a pair of rabbits to a hotel, for



HUNTING FOR MONEY.

they need enough to supply nearly all their guests. If your luck has been had in the field you will do better to sell your *bag* to housewives.

Before taking your bag around be sure to clean all traces of blood away and have your game looking as nice and attractive as possible. Furthermore, 25 cents is about the right price to charge for a pair of squirrels or a brace of ducks, while 15 cents a pound straight is a good

price for rabbit. In localities where wild game is found you cannot get as good a price for it as for domestic fowls and animals.

Taxidermy as a Business.—In connection with hunting I want to say a word about *taxidermy,* that is, the art of stuffing and mounting dead birds and animals and making them look life-like and natural.

Taxidermy, like all the other arts, requires a thorough knowledge of the subject plus experience and considerable native ability, that is if the bird, or animal, is to look like anything when you have prepared it.

Hence if you have never had any experience in this line it would not pay you to spend your time on it at first. If, on the other hand, you have done some pretty creditable work—I know several boys who have—you can find a good market provided you do not place too high a value on your efforts.

Selling Your Works of Art.—Dealers in cities who handle mounted birds and animals will buy common specimens of birds and animals while for rare specimens they will pay a good price.

Another and very profitable outlet and one

where the work does not have to be so awfully clever, is among summer visitors from the city who are always on the alert for souvenirs which they can take back home with them, of their trips.

But above all things do not put too high a price on your efforts in taxidermy unless it is really and truly well done, for, there is nothing that shoos off a prospective customer as quickly as a sky high price, especially if the article you offer is only fair to middling.

There is Money in Furs.—There is as much money in a well carried out trapping campaign as there is in any other kind of a business venture. It ought to interest and encourage you to know that the first organised company in the United States for the purpose of trapping and, of course, to make money, was started by John Jacob Astor.

This company carried on operations in northwestern Canada and its agents and trappers suffered great privations, but they stuck to it until they finally won out. Now you can do the same thing without any great inconvenience,

and without going to Canada, by running a trap line and sticking to it.

Trapping is the finest kind of an outdoor occupation, but it is not at all an easy one, for it takes skill, strength and endurance on the part of the trapper, whoever he is, or wherever he may be. Now in what I have to say I am taking it for granted that you live near a freshwater lake or a stream and that you have been trapping, on and off, for several seasons for your own pleasure, but that, like most boys, you have never given it your best thought and serious attention or tried to organise your efforts. If such be the facts, little pard, you are fit and ready to swing the thing right.

Organizing a Trapping Campaign.—As you know full well if you have ever trapped before, the season opens about November first, and so, if you are a wise boy, you will begin about October first to start to explore and *reconnoitre,* that is to examine before you begin to actually trap, the territory you intend to trap over.

The way to do this is to take long walks through the woods and along the banks of streams, the shores of lakes and through the

marshy lowland districts, observing muskrat houses, skunk dens, fox burrows and where the tracks of these fur-bearing animals, and of any others you may chance to spy, are the most numerous.

In most localities where fresh water prevails, you will find the muskrat is far more plentiful than any other animal. In other districts, such as marsh-land, the mink is equally as plentiful. You must make maps and notes of these items, including places where you think it would pay to set traps, and these you should keep carefully until the season opens.

Right here let me caution you against trying to keep too many irons in the fire at once. When you find that muskrat, or any other animal abounds in your vicinity, make up your mind to trap for that animal and no other. Devote all your spare time to *thinking* muskrat, or whatever the fur bearer happens to be.

In this way you will be sure to win out, whereas, if you run a trap-line for a dozen different species at once you will probably succeed in catching very few or any of them.

How to Carry Out a Trapping Campaign.—

About October 15 you will start to get your traps in working order and prepare for the big drive.

As a starter don't get more nor less than twenty-five traps. For muskrat use No. 1 *Victor* or *Newhouse,* and for mink use No. 1½; No. 1 *Victor* trap will cost you about 11 cents apiece with a slight reduction when you buy them in quantities of a dozen, while 1½ will cost about 16 cents per trap.

Newhouse traps of the same size are better made but cost about twice as much and, unless you are expert enough to appreciate the difference, I should not advise you to buy them, as the Victor is universally used and gives good service.

The day the season opens in your country you will start out with ten of your traps in a gunny or a potato sack over your shoulder and, taking your time and using all of your ingenuity, make ten good sets. The second day take five more and do the same, and also visit the first ten traps set, taking your catch and resetting the traps if sprung.

The third and fourth days set out five more traps each day; then at a certain time each day

visit all your traps and don't let a day go by without doing so. If you find after three or four days that some of your traps bring no returns while others get regular catches, take those that don't and make new sets until they do.

To Increase Your Catch.—When you find you are making 15 catches a day regularly out of your 25 traps it is time to invest in 25 more traps and thus possibly double your business. Do not take a partner in with you until you find that the work is overtaxing you, and then you can sell a half interest in the business to him, thus realising some ready cash, although splitting your profits in two.

Selling the By-product of Your Catch.—When skinning your catch always do as neat a job as possible and carefully scrape and clean all fat from the skins.

If you know a dog fancier in your neighbourhood you can probably make a deal with him to take the bodies of the muskrats to feed the dogs on at, say, a couple of cents each; that is, if they are fresh. Another way is to sell them to a farmer for fertiliser; one of the best fertilisers on earth is a pile of horse manure which has

stood in the open all winter and through which the carcasses of muskrats have been liberally distributed from time to time.

A Word About Skinning.—As soon as you have skinned an animal always put it on a stretcher—with the fur side in—and set it in a cool, dry place where it doesn't touch anything; if you fail to do this it lessens in value.

At first you will find it will pay you to buy a bundle of shingles to make the stretchers of but, after the business is running full blast and you have so much money you don't know what to do with it, and no time to make them, you can buy adjustable stretchers for about 10 cents a piece from any house that sells traps.

How to Sell the Pelts for the Highest Price.—When the skins are thoroughly dry take them from the stretchers, pack them in a neat bundle and, as you do so, make an *invoice* of the number of skins; that is, the number of them, whether large, medium or small, and whether prime[1] or not; *by prime* is meant that they are heavily furred.

[1] Skins of animals taken in the R months are usually prime, especially between February and March.

Then write to Funston Brothers, and Taylor Brothers, both of St. Louis, Mo., for their price-lists, and by checking up the latter with your invoice you will *think* you are able to estimate just about what you will receive for the skins. Subtract 20 per cent of your estimate from the total estimate and that will be about what they will offer to pay you.

Carefully sew up your bundle in burlap and ship it to either firm; if you are offered less than your last estimate, ask them to return it and ship it to the other firm and, whatever they offer you, take it and be satisfied. When dealing in furs there are so many ways of undervaluing them you are practically at the mercy of the buyer unless you are right on hand to dicker and argue with them.

You ought to be easily able in one season to make money enough to buy a boat or a canoe and other smaller accessories, which will greatly aid you in furthering your trapping business the next year.

CHAPTER X

MAKING THINGS TO SELL

COMPOUNDS YOU CAN PUT UP

A Cheap Furniture Polish—A Good Silver Polish—To Make Javel Water—A Fine Leather Polish—A Glass and China-ware Cement—An A B Ink Remover—Waterproofing for Boots and Shoes—A Bedbug Exterminator—Green Mountain Salve—Luminous Paint.

ARTICLES YOU CAN MAKE

Mechanical Mousers—Silver Polishing Cloths—Making Ladders—Toys for Girls and Boys—A Scraper for the Stoop—A Handy Broom Holder.

THERE are any number of *formulas,* as recipes for making preparations are called, and devices of many sorts that you can put up and make yourself at a small cost, and sell at a good profit, for household use.

Don't forget that you can sell five 10 cent ar-

ticles where you can only sell one 25 cent article and so, whatever you sell, let the price be as low as possible, the profits as large as possible and, at the same time, give the people their money's worth.

COMPOUNDS YOU CAN PUT UP

In putting up the following preparations use clean bottles,[1] new corks and you should by all means have printed labels; now have, (1) the name of the compound printed at the top; (2) what it is used for; (3) the directions for using it; (4) the price of it, and (5) your name and address printed on it.

A Cheap Furniture Polish.—Mix equal parts of turpentine, boiled linseed oil and cider vinegar; fill the bottles with it and cork them tight. Have the directions read, *Shake well before using.* To apply put a little on a soft cloth and rub on any plain or varnished woodwork or furniture.

A Good Silver Polish.—Take a bar of *Ivory*

[1] New bottles and corks can be bought at any drug store very cheaply. For prices in large lots write Eimer and Amend, Third Ave. and 18th St., New York City.

or any other good soap and cut it into shavings; put these into a quart of clean water—rain water is the best—and heat it over a low flame until the soap is dissolved.

When the mixture is cold stir in enough whiting—as French chalk is sometimes called—to make a cream and then put it in wide mouthed bottles. To use it put a little on a soft flannel, or a chamois skin, and rub the silver with it; then wash the silver in warm water and rub it with a dry flannel or, better, with a chamois.

To Make Javel Water.—Javel water, or *Eau de Javel* as the label should read, is used as a bleaching agent, for removing stains, for whitening clothes and as an antiseptic for cleaning sinks, etc.

To make it dissolve a pound of chloride of lime in a gallon of water, let it settle and pour off the clear liquid; to this solution add 2 quarts of *soda solution.* To make the soda solution put 1 pound of sal soda in a quart of water and set it on the fire; let it boil when the soda will be dissolved. Let it cool and put it up in pint and quart bottles.

A Fine Leather Polish.—It is a good plan to

put up a polish for the leather of upholstered furniture and sell it in combination with the furniture polish.

To make a leather polish dissolve a pound of beeswax in enough turpentine so that the mixture will be about as thick as cream. Put it in wide mouthed bottles and cork them up tight. To use the polish pour a little on a soft piece of flannel and rub the leather with a circular motion.

A Glass and China-ware Cement.—A cement for mending glass and china-ware is always a good seller because the cat is always breaking up things.

Buy the following ingredients at the drug store: one pound of isinglass; that is, fish-glue; 1 ounce of gum ammoniac; ¼ ounce of gum mastic; 2½ ounces 95 per cent alcohol.

Soak the isinglass in water over night or until it is perfectly soft; then pour off the water; put the isinglass in a piece of cheese-cloth and hang it up so that every particle of water will drain off.

As the strength of the cement very largely depends on drawing off every particle of water,

see that this is done well. Now put the isinglass in a deep dish and set the latter in a pan of water on the fire; be very careful not to let it boil, for this will prevent it from sticking well.

Next put both of the gums in the alcohol and when they are dissolved remove the dish of melted isinglass from the pan of water, let it cool a little and then stir in the gum mixture.

Have these directions printed on the labels: (1) Clean both surfaces to be joined together perfectly; (2) heat the edges to be joined and the cement a little; (3) put a very thin layer on both surfaces to be joined—the thinner the cement the stronger will be the joint, and (4) press the parts together and bind them tightly with string if possible. Set the mended article away for several days and a strong joint will be made.

An A B Ink Remover.—This ink remover is called the A B because there are two solutions and these must be used alternately.

The A Solution.—Make a concentrated borax solution, first, by putting all the borax in 4 ounces of distilled water that it will dissolve. By heating the water before putting in the bo-

rax it will dissolve quicker; when as much has been dissolved as the water will take up let the solution cool and the excess borax will then fall to the bottom. Pour off the clear liquid and filter it through filter paper, or absorbent cotton, and this is the concentrated borax solution.

Now put ½ an ounce of citric acid in 8 ounces of distilled water, add 1 ounce of the borax solution and shake until the citric acid is dissolved.

The B Solution.—This is made by dissolving 1½ ounces of calcium chloride in 8 ounces of distilled water; after shaking it well set it by for a week; then filter it and add 1 ounce of the concentrated borax solution.

The remover is used this way: dip a pointed stick, or better, a pointed glass rod, in the bottle containing the A solution and rub it over the ink marks to be removed; dry off with a blotter and then do the same thing with the B solution when the ink marks will disappear as if by magic.

Dampen the spot with clean water, dry with a blotter and repeat this operation several times. Last of all, put a sheet of blotting paper on both

sides of the paper where the ink was removed and dry thoroughly. The ink marks thus removed will never come back even when chemicals are used on it.

Waterproofing for Boots and Shoes.—This compound should be put up in tin boxes and labels pasted on the lid. It is a good seller among men and especially those who have to be out-of-doors in all kinds of weather. It not only waterproofs the leather of boots and shoes but it preserves and makes it nice and pliable.

To make the compound get 3 ounces of spermaceti, ¾ ounce of rubber, 8 ounces of tallow, 2 ounces of lard, 4 ounces of amber varnish, and 1 ounce of lampblack. Melt the rubber and the spermaceti over a slow fire and then put in the other ingredients one by one.

A Bedbug Exterminator.—There are many ways of exterminating the cosmopolitan, blood-sucking hemiptera known as the *genus*—not genius—bedbug, but here are two good ones, to wit: (1) sic a cockroach on him,[1] and (2) to

[1] The cockroach is the greatest enemy of the bedbug and destroys them in large numbers.

use the following exterminator in the places where he loves to roam.

Mix 2 ounces of camphor, 4 ounces of turpentine, 1 ounce of corrosive sublimate and 1 pint of alcohol. Rub the joints of the bedstead where they camp and if there is a very large army of them brush the trenches, i. e., the cracks in the room with the mixture. When you go around to sell it just call it a *pestiferous insect exterminator* because a good housekeeper would rather shelter them in bunches than to be caught buying a bottle with the word *bedbug* printed on it.

Green Mountain Salve.—This very healing preparation is made by melting 40 parts of spermaceti, 80 parts of lard and 20 parts of white wax together in a clean vessel; then stir in well 3 parts of a 5 per cent solution of carbolic acid which you can buy at a drug store. While it is still melted pour in round tin boxes, paste a label on the cover and you are ready for business.

Luminous Paint.—When watch and clock faces, dials of speedometers, door handles, to see in the dark, are given a coat of this paint night latches or anything else that folks want

they will shine with a ghostly light. Hence luminous paint is a good seller.

Send 75 cents to the Devoe and Raynolds Company, 101 Fulton Street, New York City, for a ½ pint jar of *Balmain's luminous paint,* and send 25 cents for a pint of *aerated* varnish. When you get them thin the paint down with the varnish and put it into 1 ounce bottles. Sell the bottles for 15 or 25 cents and you will make money.

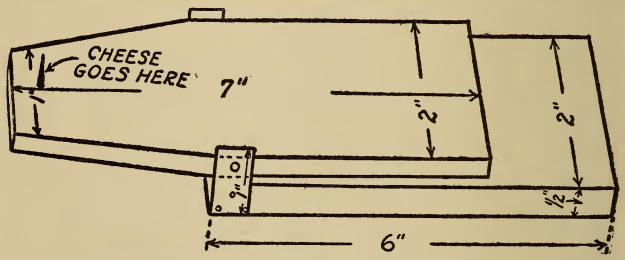
ARTICLES YOU CAN MAKE

In making articles for the market be sure there are no finger-marks, or dirt or dust on them after you get them done. Some wooden articles look better if they are not painted, but where paint is used the colours should, as a rule, be bright. You can enamel metal articles to give them the finished appearance that is needed to make them sell. Whether they are of wood or metal, wrap each article in paper and tie it neatly.

Mechanical Mousers.—I do not know whether you have ever seen a wooden cat, but here is a simple mechanical device that does the only use-

ful thing a cat can do, namely, catch mice, and that does not do what cats are noted for, to-wit, catch birds.

Here is a simple, automatic, back-action, mechanical mouser that has the kind with four legs—two in front and two behind—locked in a



A WOODEN CAT.

vault when it gets down to business, and you can sell it for 10 or 15 cents and make a handsome profit on it—that is, if you sell it by the dozen.

Saw out a base of any kind of light wood 1 inch thick, 2 inches wide and 6 inches long; cut out two pieces of tin each of which is ¾ of an inch wide and 1 inch long, and punch four holes in it, as shown in the cut. Fix these pieces of tin, which form the *bearings,* to one end of the baseboard with small brads.

Saw out another board for the *plank*—I call it so because the mouse is made to walk the plank—and make it of thin wood, 1 inch wide at one end, taper it to the middle, where it is 2 inches wide, and 7 inches long; drive a brad through the small end to put the cheese on and then set it in between the tin bearings and pivot it there with a couple of brads. The base and plank should be sandpapered up nice and smooth, but you do not need to either paint or varnish it.

The mouser is set so that the small end of the plank sticks out over the edge of a table and a bucket of water is placed under it. Now, when the mouse, which originally came from India (though this has nothing to do with the case) walks the plank, gravity cruelly tilts it from under him and he makes a straight shoot into the bucket—a most humane way of getting rid of him.

Silver Polishing Cloths.—Polishing cloths for cleaning and polishing silverware are easily made, and every housewife needs one. There are two ways to make them and here they are:

(1) Buy a couple of yards of soft white cot-

ton goods and cut the piece up into squares, each of which is about as large as a man's handkerchief.

Dissolve 1 ounce of ammonium carbonate in 1 pint of milk and boil the squares of cloth in it for ten minutes; take the cloths out of the hot solution and quickly dip them in cold water; wring them out and hang them in the open air to dry.

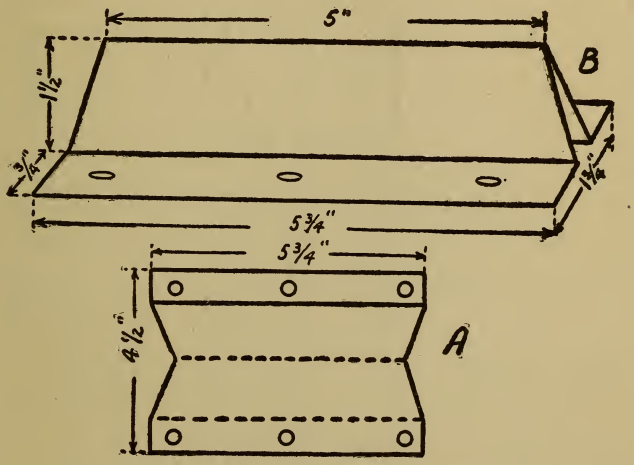
By simply rubbing silverware with one of these cloths, it will brighten it and, by using it every day, the silver will not need to be cleaned for a long time.

(2) A far better silver polishing cloth, and one you will have to get more money for, is made by boiling squares of woollen cloth cut to the size of a lady's handkerchief in a solution of 2 ounces of castile soap, 1 ounce of jewellers' *rouge* [1] and 10 ounces of water.

Run the cloths through a wringer, if possible, and then work them in your hands in the open air until they are thoroughly dry. This is to make them soft and pliable.

[1] Rouge is a red peroxide of iron and the finer quality is used by jewelers for polishing metals.

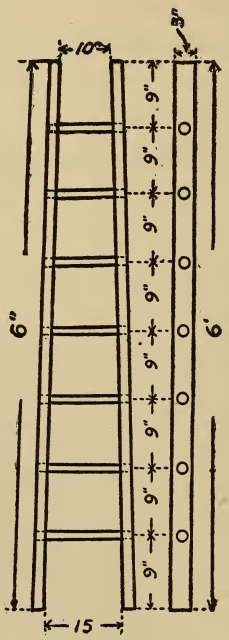
Making Ladders.—A step ladder is a very convenient article to have around the house, as far as usefulness goes, but it is an awkward thing to handle. Again, however badly a ladder is needed at various times few families



AN EASILY MADE STEP SCRAPER.

have one because they are very like the Arkansas traveller in that when they really need one it is too far away, or it takes too long to go to the store after it, and after they have hung the border (not boarder), or put up the stove-pipe, they don't need one.

So here, again, is where you come in. Make a light sample ladder, like the one described



A HANDY LADDER.

and pictured on this page, take it around and get orders for it at 50 cents each.

Cut two strips of wood, 1 inch thick, 3 inches wide and 6 feet long; bore a 1-inch hole every 9 inches from each other in both strips;

round off the edges with a plane and smooth them off with sandpaper.

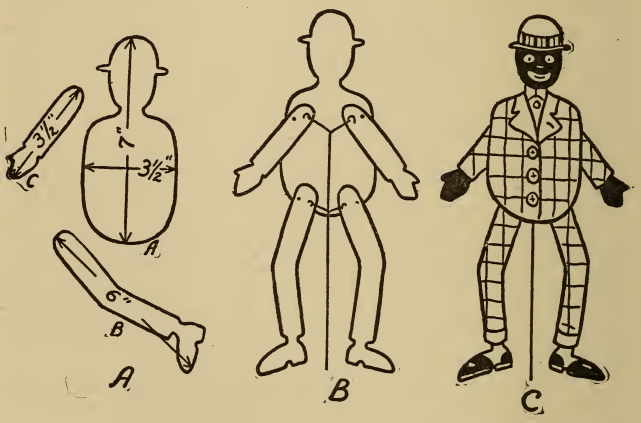
Now, instead of making rounds, saw off strips of the same kind of wood 2 inches wide and make the first one 13½ inches long and the last one 17¼ inches long. Trim down each end of each step with a draw-knife so that it will fit into the hole in the side-bar; smear glue on it and drive it into one of the side-bars tight.

After you have all of the steps made and fitted into one of the side-bars, smear glue on the other ends, set on the other side-bar and drive it down until it sets flush with the ends of the steps.

Making these ladders or any other article described in this chapter furnishes interesting and profitable work for rainy days and during your leisure time in winter—that is if you are enough of a salesman to market them on pleasant days.

Toys for Girls and Boys.—There are many kinds of toys that you can make and sell at any time of the year, but the great time for this line of goods is during the holidays before Christmas.

Go into any store where toys are sold, look over the stock and you will see ten or a dozen of them that you can make; this being the case, I shall describe only one and this is the old-



THE PARTS OF THE JUMPING-JACK.

AN EVER POPULAR TOY.

fashioned and ever-popular *jumping-jack*, which every little kid must needs have if he can get the small sum needed to purchase it with, and he usually can.

Jumping-jacks can be made of heavy cardboard, or of thin wood; you can cut out the first with a pair of shears in short order and at

no expense, and these you sell for 5 or 10 cents each, but they do not last well; to make the second you will need a hand scroll saw, a small drill and some very thin wood, and for these you should get a quarter apiece.

Cut or saw the head and the body out of one piece of wood like the outline shown at A on page 188. The body is 3¼ inches wide and 7 inches long; make a back for it just as large as the body, for it needs no head. Next make two arms, 3½ inches long, and a pair of legs 6 inches long, also as shown at A.

Drill two $\frac{1}{16}$-inch holes in each arm and leg, exactly at the points shown by the cross and the circle at B. In each hole marked with a cross thread a string and tie it fast; now drive a wire brad through the body of the jack at the places marked with circles and slip the *members* over the pins at the points marked with the dots.

Tie the strings together as shown at B, put on the back, drive the brads on through and cut off the projecting points with a pair of pliers. Paint the jacks in bright colours and be sure the paint is thoroughly dry before you

sell them. C shows the jack complete and in operation.

A Scraper for the Stoop.—Back in Indiana we used to call a spade a *spade,* and we also called steps *steps,* but here in the *élite* East steps are called a *stoop* and, there you are. But however lowly or high-toned people are, they have to scrape their feet on muddy days before going into the house, just the same.

Now here is a simple, cheap, easy to make, quick to sell and efficient scraper. To make it in lots you will need a pair of tinner's shears, a machinist's vise, a center punch, a drill stock and a $\frac{3}{16}$-inch twist drill.

First, cut out as many pieces of sheet iron, 4½ inches wide by 5¾ inches long, see A in the accompanying cut, as you want scrapers. Put a dent at the points in the edges with your center punch where the holes for the screws are to be, and then drill them out with your drill. Cut a V-notch out of both ends, as shown at A, and you are ready to bend the edges over on the dotted lines and bend the sheet over in the middle, which you do by putting it in a vise and hammering it if needs be.

The scraper edge formed by bending the sheet in the middle must be rather sharp, and you can use a file on it to good advantage. Give the scraper a coat of red or black enamel, when it will look like the picture at B.

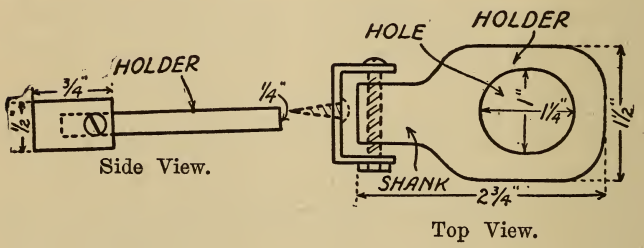
Should you also agree in making a sale to screw it to the stoop, use wood screws, ¾-inch long, and drive them in with a large screw driver.

A Handy Broom Holder.—The purpose of these hangers are: (1) to provide a place to keep the broom out of the way, and (2) to keep the broom in good condition. You can saw them out of wood, but a much better plan is to make a set of patterns in wood and then have them cast in iron.

If you make them of wood, saw the holders (see cut), out of ½-inch thick wood with a scroll saw and have the shank and ring ½ an inch wide; the hangers can be made of strips of heavy sheet-iron bent to shape.

But should you make patterns for castings then the holder need only be ⅛ inch thick and the shank ¼ inch wide; also make the hanger ⅛ inch thick. In making these

broom holders up in lots take the castings of both parts to a machine shop and have them drilled for the screw holes. File up the castings, give them a coat of red or green enamel, put them together with screws having nuts on the end, and wrap each one in tissue paper.



A GOOD BROOM HOLDER.

To use the holder, screw the hanger to the wall at a height of about 5 feet from the floor; now slip the broom handle through the hole in the holder and it will stay there in virtue of the leverage which results from the weight of the broom.

CHAPTER XI

WORKING FOR OTHER PEOPLE

Looking for a Job—Ways to Find a Job—Through Friends and Acquaintances—By Canvassing Stores and Shops—Through the Newspapers—Through Employment Bureaus—Putting in Your Application—Getting a Job—How to Keep a Job—About Asking for a Raise—When You Quit a Job—When You Are Fired.

ALL the lines of business I have told you about in the foregoing pages were those in which you have to take the *initiative*—that is you had to get the jobs yourself and then do them—in a word, you were your own *boss*.

Now, being your own boss is a mighty nice way to work and make money, for it not only gives you a business experience that will be of the greatest help to you when you grow into manhood, but it makes you independent of everybody and your time is your own.

You might think that when a fellow can work

when he wants to be would be inclined to play most of the time, but this is not the way the scheme works out at all, for when you are your own boss and you see the money rolling in, be it pennies or dollars, it *energises* you like an electric current flowing in a coil of wire, and this causes your brain to teem with ways and means to do more business and to work the harder.

Looking for a Job.—When I use the word *job* from now on I mean a position, or a situation, where you work for and under the direction of some one else and that you are paid a certain sum of money, or *wage,* as it is called, for doing a given amount of work, or putting in a certain number of hours, which is the usual way.

When I was a boy I worked for other people in various lines of trade and business, but I never held down but one job that I really liked and that was with a manufacturing jeweler in Peoria, Ill.

Under him I learned to use small tools and to make very small measurements accurately. He was a kindly genius, was Mr. Cagwin, and I

thought that what *Cag* didn't know simply wasn't worth knowing. He was a fine artisan, a wonderfully clever engraver on both wood and metal, did his own gold and silver plating—

WHY SOME FELLOWS CAN'T FIND JOBS; OR, ASLEEP IN THE LAND OF OPPORTUNITY.

and I got $4 per week, which didn't interest me, but what I learned from him did—and I have made good use of it all ever since.

But this isn't telling you how to look for a job. Nearly all boys that do the things I have described in this book and who are their own bosses, have homes and so if they do not make

as much money as they expect to, why they will eat and sleep just the same.

But there are thousands of boys who are not so fortunate, for upon their earnings depend, in many cases, not only their own living, but that of other members of their family as well. These boys have little opportunity to try out any plan of their own to make money and so they must get a job, if they can, and they always can if they look hard enough for one.

Ways to Find a Job.—There are only five ways to look for a job and these are to: (1) let all of your grown-up friends and acquaintances know that you want one; (2) inquire from store to store and shop to shop; (3) look through the *want* columns of the papers; (4) to put an *ad* in the papers yourself; and (5) go to an employment bureau.

(1) The first is an especially good way to look for a job wherever you live, whether it is in the country or in the largest city. Now some one always has work for a boy to do and your only trouble is to find out who that some one is; by inquiry among those you know you

use them as a *coupler* and so connect yourself with the man who has the job.

For this reason, besides the moral and physical good you will get out of them, you should be a member of a Sunday School, the *Woodcraft League,* or the *Boy Scouts,* the Y. M. C. A., and other organizations, for this gives you a chance to meet the best men and women in your town, and having met them be sure to make friends with them and keep them as friends.

Now nearly every boy has as keen a dislike of letting folks know that he wants a job as he has of wearing patched pants, and most boys would rather take a licking than to ask for a job. Of course *pride* is a good thing, but it is a mighty poor kind of pride that prevents a fellow from trying to sell that which is honestly his to some one who is in need of it.

And this is just what you are doing when you look for a job—that is, you have either your mental ability or muscular strength, or both, to sell, and you can set it down that it is just as honourable to go out and sell them as it is for a grocer to sell a pound of sugar to a customer who comes into his store for it, or for Mr.

Schwab to sell armour plates to the government for a battleship.

When you want a job and start to look for one, cut out all this false pride stuff and don't be afraid to ask everybody you know, as well as those you don't know, if they know of any one who wants a good boy.

(2) To make a canvass of the stores and shops is another way to look for a job, but it is a hard and not altogether a satisfactory one. This is because you will seldom meet the man who has the job—if, indeed, he should have one —but you will meet the clerks who are under him, and it's dollars to doughnuts, they will know nothing about it and you will be out your time, patience and shoe-leather.

Usually when a manager of a store, or the foreman of a shop, wants a boy he will hang out a sign BOY WANTED—and so it behooves you to keep a sharp watchout as you make your rounds for such an inscription, and you are more likely to find a job looking for you quicker this way. Anyhow by trying both ways you are bound to land one sooner or later.

(3) In every city of any size the newspapers

run two kinds of *ads* at very low rates and these are: (1) *help wanted* and (2) *situations wanted;* and you have your choice of competing with a dozen other boys for the same place, and of some employer seeing your ad and writing to you.

Finding a job is a matter of chance anyway you fix it, plus looking for it, for without going after it and going strong with the one idea that you must have and will get it, the chances of your finding it will be very remote indeed. It's a good plan to scan every job advertised in the papers and to also put in an ad for a job and between them you ought to get one without much trouble.

(4) An easier way to look for a job is to go to an employment agency, tell the fat or skinny person in charge the kind of work you can do, register, pay a fee if it is exacted [1]—the law in most states requires the agency to refund it if you do not get your job—and await developments.

Just as two pigs make more noise under a

[1] Employment agents take their fee out of your first week's salary.

gate than one pig so, too, better than any one of these four ways is to do all of them, and I will venture a guess it will not be long before you will have a job.

Putting In Your Application.—All during the school year firms are in need of boys and can't get them and then, when vacation comes, boys rush madly around looking for jobs only to find that some of the other boys—those that are a little shrewder—have beat them to it.

Now here is a tip and I want you to take it, for it is as good as gold: if you know that you will want a job as soon as school is out send a neatly written letter, and without a word of slang in it, to those places where you think it likely that boys will be needed. Let your letter read something like the one on the next page.

Send your letters in to the various firms a couple of months before school is out and make it a point to interview the men who received them a month later; see those who hold out the slightest encouragement again in two weeks, and again the next week when you must do your level best to *close* with some one of them and get the job.

Rye, N. Y.
April 5, 1918.

Messrs Davis, Jenkins and Co.,
Rye, N. Y.

Dear Sirs:

I shall be ready to go to work in two months from now when school is out. Please let me know if you will have a position for me at that time.

I am fifteen years old and am in the third year in High School. I am fairly good at figures and can use a typewriter.

I can send you a reference, should you care to see it, from Billkins Brothers, with whom I was employed during my vacation last summer in the capacity of office boy.

May I hear from you.

Very truly yours,
John Carstairs.

Getting a Job.—Finding a place where a boy is wanted and getting the job are two very different propositions.

After you have found the job the next thing you must do is to convince the man who has it

that you are the boy for it. It will largely depend on how badly he needs a boy as to how critical he is.

Should he be in dire need he will take you on, show you the work and tell you to go to it and no questions asked, but if he is in no great rush he will ask you your name, age, where you live and *size you up* in general.

This is the cause why a boy always washes his face, combs his hair and puts on his Sunday suit when he goes to make a bid for a job.

Another thing your prospective boss may ask you for and that is *references.* Before going out to get a job it is a very good plan to get the minister of the church where you go to Sunday School, the Scout-master of your troop, and any business man who knows you, to write a letter *To Whom It May Concern* saying that he has known you for *nth* years, that you are honest, polite, trustworthy and hard-working—in fact, that you are an absolutely perfect boy without a single flaw.

Hand your references to the man you are negotiating with for the job and, as a rule, this

will offset whatever shortcomings you may have in his eyes—by these I mean your physical defects such as having too large a mouth (too much mouth is worse), a couple of teeth out which you explain away—should any one ask you—by relating how you fell against a hitching post, and ears that stick out too far from your head.

Your future boss will want to do all the talking at first and, of course, you must let him. Just the moment he says you are *hired* then you must ask him a few questions and these are: (1) how much the job pays a week; (2) what your hours of work are to be, and (3) what work you are to do. Have these three things understood by all means before you ever start to work, for if you don't you may find that the wages are not nearly as much as you expected, the hours a great deal longer and the work quite enough for a grown man.

How to Keep a Job.—After a boy has secured the job he wanted so badly he feels as though he had a small airplane fixed to each foot, and one to his head, and he goes home a-flying to tell the glad news.

The next day when he starts to work he looks his best and then, unless he is different from most of you fellows, he will keep on letting his personal appearance slip down a notch at a time until the boss can hardly believe the slouchy kid he sees before him now is the same bright boy he hired a month before. But yea, verily, it is even so.

His appearance, though, doesn't worry the boss half as much as the careless way in which he does things; it gets on the boss's *nerves* and in his mind he threatens a dozen times a day to get another boy and the only reason he doesn't do so is because he knows that the old boy—that is, the one he has taught to do what he pays him to do—can do it right if he only would.

Besides all this he is a *clock-watcher* too; he gets to work anywhere from 3 to 30 minutes late every morning with a fishy excuse about having perch for breakfast, or some other tale just as scaley, and then for an hour before the clock strikes the quitting time he doesn't do anything because he has to watch the clock and see that it doesn't stop and run the other way.

Very often he doesn't even wait until the

clock strikes, or the whistle blows, to quit but beats it out 5 or 10 minutes ahead of time. Nor are boys the only workers who do this sort of thing for men are notoriously at fault when it comes to watching the clock. Indeed, if they worked honestly the *time clock*[1] now found in nearly every big store and shop would never have been invented.

Finally a lot of boys get so that they know more about the business than the man who owns, or manages, it, or at least they think they do, and when this kind of boyish *radio-activity* goes far enough he is just about due to have his walking papers handed to him.

I started out to tell you how to *keep* a job, but I guess what I have really told you is how the other fellow loses it, but I think you get the reverse English of it, and that is, if you really want to keep a job you've got to (1) be as clean and neat at the end of the month as you were the first day you were there; (2) whatever work you did and however hard the work was which

[1] A time clock is a clock which prints, or otherwise shows the time you come in and the time you go out, thus giving a record of the time you put in.

you were willing to do when you started don't grumble about it as time goes on; (3) whatever hours you were hired to work don't be afraid to put in the full time, or a little more; be there on the minute, or a trifle before, and do your work until the clock, or the whistle, tells you it is time to quit, and (4) don't get *fresh* for no one can tolerate a *fresh kid.*

About Asking for a Raise.—Asking the boss for a raise is about as ticklish a piece of business as ever falls to the lot of a boy, or a man, and you've got to be a diplomat to do it successfully.

Now boys can be divided into two kinds when it comes to asking for a *raise.* The first kind would rather have an eye-tooth pulled than to do it and when he does ask it, it is generally stern necessity that makes him do it, if he ever gets up the courage to do it at all; and when he does muster up nerve enough it is apt to be a very chicken-hearted proceeding at best.

The other kind of boy is one who is so filled with his own importance that he thinks he's worth more to the concern than its president—in fact, that if he quit the place would have to

shut down. He hasn't learned yet that no boy, or man, for that matter, is very important in this world and when one fellow drops out of a position, or slips off into eternity, another takes his place and things move on exactly as before without the slightest caring whatever.

So when you ask for a raise let it be because you *know* that you are worth that much more to the man, firm or company, and don't fool yourself into the belief that you are worth more if you are not.

If I was an employer of boys and men and one of them should ask me for a raise I would do one of two things, to wit: either give it to him, or *fire* him; this sounds pretty harsh but when you consider that when a boy or a man once asks for a raise and is turned down, he never has quite the same interest in the concern that he had before; it's the only thing to do.

Ninety-nine times out of a hundred instead of taking it philosophically he takes it to heart and nurses the hurt along, so that his value as a worker is impaired and his influence on the other workers is bad. So don't wake up some

morning with the *bug* that you are going right down and *brace* the boss for a raise, but think it all over carefully and deduce your conclusions accordingly and if you don't get it quit. *When* you know *you are right then go ahead.*

When You Quit a Job.—It is seldom that a boy ever gives his employer a moment's notice when he quits a job.

Instead, a lot of fellows think it a smart trick to *stick the boss* by saying nothing about quitting until they get their pay envelope and then up and tell him a few things.

When others quit after getting paid off they merely walk out and never show up again. Now boys don't do this latter sort of thing to be spiteful but just because they somehow "hate to break the news to the boss."

Oh boy, whoever you are, wherever you live, whatever your colour is, I am a friend of yours and I want you to make good; I am talking to you as boy to boy, as one friend talks to another friend, and I beg of you not to do either of these things because it is bound to hurt you in the end and, as you are just starting out in life you can't afford to do it.

As soon as you know you are going to leave brace right up like the man you ought to be, must be, and that you are and say to the boss: "I'm going to quit in three weeks from now because I'm going to school," going west, take a vacation, got another job, or whatever the

THE RIGHT WAY TO QUIT A JOB OR GET FIRED IS WITH A SMILE ON YOUR FACE.

real, genuine reason is. Do this and the man you work for will always have the greatest respect for you imaginable and you can go back and work for him any time he needs a boy, or he will give you a *recommendation* any time you need it to get another job. And he does this because you have simply acted *white.*

When You Are Fired.—When the boss says:

"Jimmy, you don't need to come back any more"—well, that's different. Don't *get sore,* but if you really don't know why he gave you your *walking papers,* it is perfectly right and proper to ask him.

If he is a real man he'll tell you quickly enough and, if it is due to any fault of yours, profit by it and make up your mind that the next job you get you'll not lose it through the same fault. All the experiences you have in life are worth the price you pay for them if you will consider them as lessons well learned.

Well, little pard, let's shake now and say good-bye as far as working for other people is concerned and, when we meet again—over on the next page, we'll talk about something more pleasant and that is *What to Do With Your Money* after you have made it.

CHAPTER XII

WHAT TO DO WITH YOUR MONEY

How to Get Rid of Your Money—Giving Your Money Away—About Losing Money—How to Spend Your Money—The Pleasure of Having Money—Saving on Your Own Hook—The Knack of Saving Money—About Buying Stocks and Bonds—A Word About Stocks—Something About Bonds—The New Liberty Loan—Buying Lots on Time Payments—Putting More Money in a Business—Buying Brains with Your Money.

VERY likely you will say when you read this *caption,* as the heading of a chapter is called, "give me the money and I'll show you what to do with it." And there isn't the slightest doubt in my mind but that you would too.

How to Get Rid of Your Money.—Now there are only three fundamental ways that you can get rid of your money and these are: (1) to give it away; (2) to lose it; (3) to spend it.

Giving Your Money Away.—Out of whatever

money you get a varying small per cent you will give away, and this is perfectly right and proper, provided you are not too generous, for there is nothing in being what is called an *easy mark,* and this holds good whether you have a dollar all of your own or are a boy millionaire.

About Losing Money.—Lots of people lose their money and this is worse than giving it away recklessly. I don't mean that they lose it by speculation for, even in speculating you get a run for your money; but to actually lose it by carrying it around with them and carelessly dropping it, or having it stolen from them, hiding it under the floor where the rats can chew it up, putting it in the oven of an unused stove where some one not in the secret will build a fire in it next fall, and so on *ad infinitum.*

How to Spend Your Money.—The third proposition, though, is the interesting one for in the last analysis money is made to spend.

As you have gathered from the foregoing chapters it is not an altogether easy game to make money, and you don't want any one else to get it away from you unless they give you as

much in turn for it as you gave some one else.

What I am trying to drive home to you is that, whatever you spend your money for, see to it that you get full value, or a little more if possible for every penny, for naturally every dollar that you save on one purchase you will have to spend for something else.

I don't suppose there is one person in a thousand who knows the actual value of the thing he or she is buying. This big idea of saying *"how much"* and paying for the article without giving a thought to the relation beteen the *worth* of it to you and the *price* asked for it, may make a fellow think he is a *sport* but you can take it from me it is a policy that will keep him poor for the rest of his earthly existence.

The Pleasure of Having Money.—There is one other thing you can do with your money and that is to save it. Don't get the notion into your head that I am trying to argue you into hoarding up every red cent you make just for the mere love of hoarding it.

On the contrary, I am firm in the belief that

you ought to spend a certain proportion of your earnings for pleasure whether this takes on the form of buying books, going to shows, taking little journeys by rail or boat, etc.

A DOG PREPARES FOR THE TIME WHEN HE IS HUNGRY BY BURYING A BONE.

To go through life without having any pleasure is, to my way of thinking, not living in the true sense of that good word; and to work and think money all the time deadens your senses to the finer things of life and makes you unfit to associate with your fellow creatures.

Hence I say unto you spend a small portion of the money you make on yourself not only once

in awhile but regularly, and the best way to do it is to set aside a given amount to be used for this purpose.

Saving on Your Own Hook.—The way to have money at all times and for all purposes, is not to *blow it all in* the moment you get it. No matter what you are doing you can certainly save 10 cents out of every dollar you get hold of and, if you don't have to support yourself or contribute to the support of a family you can easily save half of all you make.

By putting away a small part of your earnings every time you make some money you will soon have enough, so that when you want to buy or do a thing that is really worth while, you will have the necessary cash to buy or do it with.

There is another way to look at saving money, and that is if you were not a worker and a thinker to begin with you would not be making the money you are now. This being the way of it think about how you can make more money out of whatever you are doing.

In nearly every line of business it takes money besides brains and hard work to make

a success of it, and you can usually make it a bigger success, which means that you will make more money out of it, by a little further scheming, a little harder work and a little more capital.

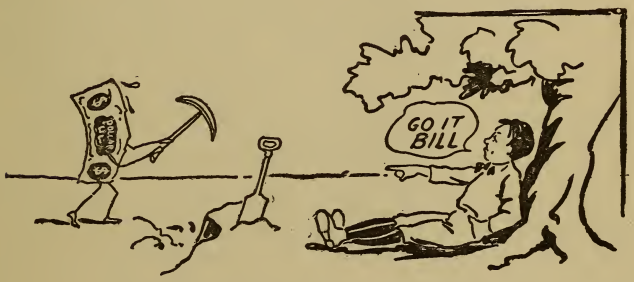
Of course, you can readily see how very necessary it is to have a *bank roll* tucked away in some savings bank drawing interest, and yet one that you can draw on when you are sure that you can use it with profit. Finally, there is nothing else that makes such a big noise in this world as *ready money.*

Putting Your Money in a Savings Bank.— Whatever the amount of money you put by every day, or week, no matter how small it may be, if it is worth saving at all it is worth saving well.

You have observed that when you keep your money in your shoe, or elsewhere on your person, it is never safe, and it is just as difficult a task to hide it securely around the house; besides in either case there is always too much temptation to take a dime, or half a dollar, and justify the act by promising yourself that you will put it back the next day. Well, it can't be

done for the next day, as far as the amount you have taken is concerned, never comes.

Again suppose you knew that by putting your money in a place where to an absolute certainty *it would be safe*—and this is in a savings bank—that you could draw it out whenever you



MAKING YOUR MONEY WORK FOR YOU.

want to, and that for every dollar you put in you would get 3½ or 4 cents extra every year for having it so well taken care of, wouldn't you do it? Of course you would, or if not you ought to be examined for your sanity.

The hardest part of putting money in a savings bank and letting it earn money for you, is to make the start and open an account. So don't wait, but go to-day to any savings bank, deposit one dollar as a starter, or as much

more as you have on hand, and you won't have to get the habit of going as often as you have such small change that you can spare because after you have your *deposit book,* you will take a fiendish delight in watching your account grow and figuring up the interest.

The only bad feature about putting money in the bank is that the habit of thrift grows so fast on you that it will speedily tend to make a miser of you, and the money that you ought to spend to go to the firemen's ball, or the tri-county fair for the sake of recreation, you will lug off to the bank to the end that you may swell your savings.

Remember now, I warn you against becoming a miser and thinking of money only for its own sake, and not for the noble things you can do with it and it can do for you. But, after all, it is better to be a little miserly than to be a big spendthrift, and don't forget that either.

Open the account in your own name and don't let any one induce you to do otherwise. It is your money and you want to be only one who can draw it out.

The advantage of putting your money in a

savings bank over other ways of investing it to make it earn more money for you, is that

IN THE FALL WHEN THERE IS PLENTY A SQUIRREL HIDES NUTS AND MAKES SURE OF A SQUARE MEAL IN THE WINTER.

you can put in anything from a dime up, whereas to buy a bond or a share of stock, invest in a lot, or start a business, you must have a considerable amount of money to begin with; but

just to be fair and open and above board let's see what the advantages are that some of these other opportunities offer you in which to invest your savings.

About Buying Stocks and Bonds.—*A Word About Stocks.*—Just as soon as it gets noised around that you have money in the bank you will be approached by insurance men, and worse yet by agents who sell *stocks* of various kinds.

The word *stock* means the capital of a company, and it is divided into *shares* which are represented by *certificates;* it is the latter that are handed to you in exchange for your good money.

As a boy you don't need and don't want any insurance of any kind and it is a bad scheme to let any one else insure you and hold the policy. As to stock, don't buy that either. Any kind of stock which is paying dividends is not being peddled around by stock salesmen; but lots of worthless stock, technically known as *wildcat stock,* is.

These salesmen will tell you some mighty tall stories about how $100 grew into $100,000 by buying a certain mining stock, and of how

shrewd investors (?) who bought Bell telephone and Mergenthaler linotype stock made $100 or $1,000 for every dollar they put into it. Let the salesmen talk but don't let them persuade you to part with your money; for the days of epoch-making inventions and transportation

THE CAMEL DRINKS ENOUGH TO LAST FOR EIGHT DAYS.

lines that made fortunes for the small investor —though more often he was frozen out—are over these many years agone.

There are stocks, though, that can be bought in various industrial and transportation companies that are the finest kind of securities, and some of these pay big dividends, but then the shares cost a lot of money to begin with because they are good and—there you are.

As a boy it is not good business for you to buy stocks of any kind and my advice to you is to let all kinds strictly alone; and, if you don't, you are almost sure to lose your savings and have a scrap of paper printed in green and gold to remind you of a foolish investment to the end of your days.

Something About Bonds.—A *bond* is like a stock certificate in that it is simply a piece of paper which is issued by a company, but it is different from it in that it is secured by the property of the company, or the resources of the government which issues it and, further, a bond bears *interest.* Most bonds have *interest coupons* attached to them which you can clip off and draw the interest on if you want to when it is due.

Bonds usually carry a higher rate of interest than you can get on your money in a savings bank but, on the other hand, they are usually sold at not less than $100 each, so, before you become a bloated bond holder you would have to save up this much money. But don't get discouraged for here is something new.

The New Liberty Loan.—United States bonds

are the safest bonds to buy because they are backed up by the great resources of your Uncle Sammy.

The new liberty war-loan bonds of the United States Government have coupons attached and are issued in denominations of $50, $100, $500 and $1,000 and they bear interest at the rate of 3½ per cent. per year.

At the present time you can walk into any bank or trust company, or into almost any express company, newspaper office, department store, etc., deposit $1.00 and keep on paying $1.00 a week until you have paid in $50, when the liberty bond will be delivered to you. It is your duty to buy a liberty bond if you can and, besides, it's a fine way to start to save your money. Before buying any other kind of bonds have a talk with the president, or manager, of the bank in your town. He will *steer* you right.

Buying Lots on Time Payments.—You ought to get interested in real estate and learn all about it for much money has been made in buying and selling it.

While it is a form of speculation—so is life

for that matter—it is a very good plan to buy a lot somewhere in your town. Men have been made rich by buying lots a little ways out of town and then sitting tight until the town grew all around them.

THE SAILOR BATTENS DOWN THE HATCHES BEFORE THE BLOW.

I am not talking in favour of the real estate salesmen in your town as you will readily believe when I tell you that, on the other hand, men of great foresight—or so they thought—bought lots in the same way, and then the town grew in the other direction. This is what happened in Los Angeles, Cal.

In some towns you can buy a lot for $10 down and a dollar a week; and if you are industrious and like out-of-door work you can raise vegetables, or small live stock and sell them for enough to pay for it.

It all depends on where you live, but in some places you can put up a little bungalow of two or three rooms and rent it for $5, $10 or $15 a month. Of course, this is rather a large undertaking for a boy but you can do it if you have $100 saved up.

Whatever you do before investing in a lot or putting up a bungalow talk the matter over with some man who is a large property owner in your town. He will be able to advise you better than any one else, but you must bear in mind that no one is infallible.

Putting More Money in a Business.—Whatever you are doing to make money, unless you are working for some one else, you can often increase your profits by putting more money in the business.

But it isn't a good plan to put all your profits back into the business; if, though, you think your business needs it and you feel that you

will be safe in doing so, you can set aside 25 or 50 per cent of what you make for this purpose and bank the rest of it.

At certain times your business may take a sudden spurt so that you will have every reason

THE EXPLORER CARRIES FOOD ENOUGH TO LAST HIM MONTHS.

to expect that by putting in additional capital there will be a further and proportionate increase in your profits. When this looks to be the case go slow, and search out the causes of your prosperity, and then you can find out if it is only a *boom* or if it has come to stay.

A newly established business, even when run

by men who are supposed to be experienced, often goes to the wall for any one of a hundred reasons, and you can't afford to take a chance of losing all that you make, or have made, by some mere turn of a straw.

Buying Brains with Your Money.—I have told you how to make money, how to save it, and how to spend it; but I have kept the best possible use you can put it to for this last talk of ours.

In a nutshell, it is to buy *brains* with it. Very few boys realise what it means to have a good education and, if I can make you see it, you and I will be friends long after you grow up, and you will have a kindly feeling for me long after I grow down.

It sounds pretty harsh but it is fearfully true that as you fight your way through life you will find unscrupulous people who will rob you of everything you hold dear and sacred, if they can—but they can't rob you of your brains. So brains, then, are the best securities in the world to invest your money in, and the way to do it is to get a college education.

Lots of fellows think that because some men

have made money in the past without even a high-school education that they can do it too. But times have changed in the last quarter of a century and scientific methods have taken the

TAKE A LESSON FROM THE FOREGOING PICTURES AND SAVE YOUR MONEY FOR THE TIME TO COME WHEN YOU WILL NEED IT.

place of the rule of thumb ideas; so that if you are going to compete with other men to-morrow you must be as well trained as they are, and this means that you have simply got to have a college education.

Again, you will hear it said that many college

men are not money makers, and this is quite true; but it does not follow that they are failures in corralling the almighty dollar because they are educated, but it is due to the fact that they have a greater liking for learning than they have for salesmanship. And you can bank on it, that if college men who fail to make money were not educated, they would be common day labourers instead of holding down some soft job where education and not business ability counts.

It is, therefore, a dead certainty that if you can make money without an education you can make more money with one; and that, if you can't make money with a good education, you will be sentenced to do a labourer's work for the rest of your life if you don't have one.

So make up your mind that when you get through high school you will go to college and, with this one thought before you, from now on put at least half of whatever money you make in a savings bank or in bonds for this purpose.

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